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TRANSFER & STORAGE

Volume XIV., No. 10.

PITTSBURGH, PA.

October, 1915



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Warehouses; by W. H.
Gardner.

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J. Buckley.

Extension of Bonded Ware-
house System Gives Free
Port Advantages.

Labor Trouble Stirs Cleve-
land.



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THE TEAM OWNERS' REVIEW

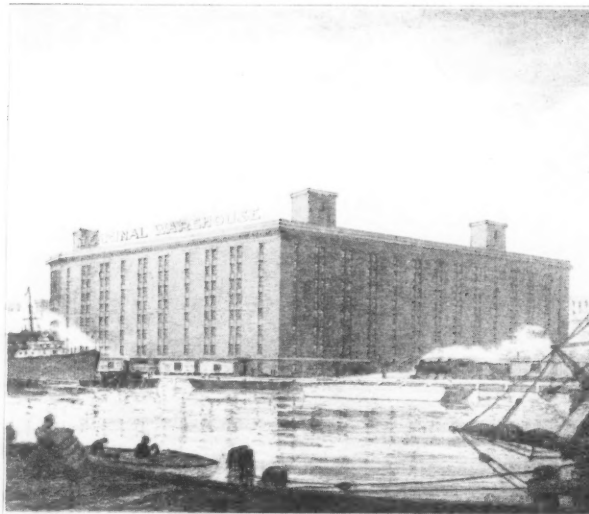
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TRANSFER & STORAGE

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THE WESTINGHOUSE BUILDING,
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Send me to-day, without any obligation on my part, detailed information concerning
My horseshoer is
Very truly yours,
Date.....

TRANSFER & STORAGE

PUBLISHED MONTHLY

Entered at Pittsburgh Post Office as Second Class Matter.

Volume XIV.

PITTSBURGH, PA., OCTOBER, 1915.

NO. 10.

In this issue of TRANSFER & STORAGE appears the talk given before the New York Furniture Warehousemen's Association at New London, Conn., last July by W. H. Gardner, a gas and electric company man who has made a study of public utility control, on the question of state supervision of the warehouse business. Mr. Gardner was not altogether in favor of public utility control. The discussion that followed Mr. Gardner's talk is also given. In line with this is the announcement, in this issue, that A. B. Compton, of Chicago, who desired to engage in the storage business in the vicinity of Rogers Park, in that city, has been refused a permit for his building by the Public Utilities Commission of Illinois, which has control of the warehouse business in that state. Mr. Compton's permit was denied on the ground that the warehouse was not a convenience and not a necessity. The objections offered by a few residents of the section are ludicrous in the extreme. It will be remembered that the Public Utilities Commission of Illinois denied a permit to Werner Brothers Storage Co. for a building in Chicago.

* * *

Two announcements appear in this issue of TRANSFER & STORAGE that should interest every transfer and storageman in the country. The first and the one of greatest importance, is the announcement, in our advertising section of a new, complete and thoroughly up-to-date directory of transfer and storage firms to be known as "The Transfer and Storage Directory." This new directory will contain listings of approximately 3,000 individual transfer and storage firms in the United States and Canada with some of the more important foreign and territorial cities. The book will be bound in cloth, will be 5 by 7½ inches in size, and will contain about 500 pages. All the information that one warehouseman must or should have in shipping to another warehouseman in a different city will be included. Every municipality of 5,000 population or over in North America will be listed, with the name of the firm to ship to. The Directory is not restricted to association membership, but is to be general in its nature, embracing every concern in the country that is of any importance. Merchandise as well as household goods transfer and storage companies will be listed.

The second announcement is more particularly of importance to the warehousemen who handle household goods. One of our subscribers has asked us to reprint for him 1,000 copies of the paper on "Packing Household Goods for Storage and Shipment," read by Grant Wayne, of the West End Storage Warehouse Co. of New York City before the last annual meeting of the New York Furniture Warehousemen's Association, and published in the August number of TRANSFER & STORAGE. This paper is conceded by all to be the best yet prepared on this subject. The object of our reader in ordering 1,000 copies of the reprint of Mr. Wayne's paper is to distribute them to his customers in order to educate them to the need of proper packing for their household goods. It is a good suggestion for every storageman.

* * *

Logic is supposed to be the basis for all law. Is it logical that certain individuals can band themselves together and demand a certain price for their product even when that product is labor, that other men, whose product is labor coupled with execution, are not permitted by law to get together and ask a certain price for their product?

* * *

Two important conventions have yet to come to close the year for the transfer and storageman. The first of these is the Southern Furniture Warehousemen's meeting at Birmingham, Ala., the "Pittsburgh of the South." This takes place on November 27 and 28 and Birmingham on these dates will prove a good meeting place for the warehousemen from the south and southwest who are coming east to attend the annual meeting of the American Warehousemen's Association at the Hotel Astor in New York City on December 1, 2 and 3. Speaking of New York City, the last issue of the house organ gotten out by the Bowling Green Storage & Van Co., of New York City, says: "New York City is to the storage business what Paris is to millinery and dressmaking. Up-to-the-minute warehousemen must visit New York City at least once each year. Gee! they hate themselves down there. But then we couldn't expect a Chicago warehouseman to say it for them.

News of the Month---Past and Present---in Picture.



Public Regulation of Warehouses

William H. Gardiner, a gas and electric company man, who has made a study of public utility commission regulation in his own particular field, made the following address before the New York Furniture Warehousemen's Association, assembled at New London, Conn., last July. The discussion following Mr. Gardiner's address, which throws much light on the disputed question of public utility regulation of warehouses is also given below:

IN TALKING to you on public regulation and its application to the warehouse industry, at the outset it would seem to me to clear up the matter a little if I would say that while I have had some twenty odd years' experience in operating gas and electric traction properties in a good many different states under public regulation, I have had no experience, excepting that of a customer, in the warehouse industry; so that I will have to present public regulation to you from the point of view of a public utility man in gas, electric light and traction companies, giving you some of my ideas upon it and experience, and then I hope that this will suggest questions and bring out a discussion of the subject, so that instead of my talking to you, we will talk it over together, and from my experience in public regulation and from your experience in your business, we can bring out the pros and cons of public regulation as applied to the warehouse industry.

Public regulation began some 30 odd years ago in Massachusetts by the appointment of the Massachusetts Board of Gas and Electric Light Commissioners. The powers of the commission were copied very largely from some of the London regulations of gas companies. At the present time there are various forms of state regulation by public service commissions in all but three states.

The powers of such commissions vary greatly. In some states they have the fullest powers, going into every detail of the business of the companies. In other states, their powers are as yet very limited.

I have noticed in your literature and in the minutes of some of your meetings, that the question of rate regulation of the various charges made seems to be the question around which your thought turns mainly in considering public regulation of the warehouse industry. It has been our experience in public utility companies, that while the matter of rates is very important, public regulation is a question which has many ramifications which may be of even greater importance to the industry and its customers.

Regulation's Best Purpose Overlooked.

The general public, the newspapers and some of our statesmen seem to think that the sole purpose of public regulation is to regulate the corporations from the point of view that a policeman is apt to take toward the small boy with firecrackers and matches. Now if regulation takes only that point, it falls far short of best serving the public. Public regulation should, on the one hand, regulate the corporations so that they

give good, adequate service at reasonable prices, proper prices. On the other hand, proper public regulation should regulate the public, if I may use that term; that is, where a corporation is properly conducting its service; and certain members of the public, or we will say certain newspapers, get up an improper agitation without real cause, why then the proper function of the commission should be to prevent that being carried too far, so that unsound conditions be not brought about and the serving ability of the corporation be limited. For instance, supposing certain rates are charged for certain service, say electric light and power are furnished to a big traction system at a certain price and there is agitation to lower the high domestic illuminating rate, now if that rate is lowered too much it will mean that the corporation cannot furnish low priced electric power, and that will mean that the community as a whole will be injured to a much greater extent than if the domestic electric light rate were left as it is. I use that simply as an illustration of how commissions should regulate rates to the interest of all concerned.

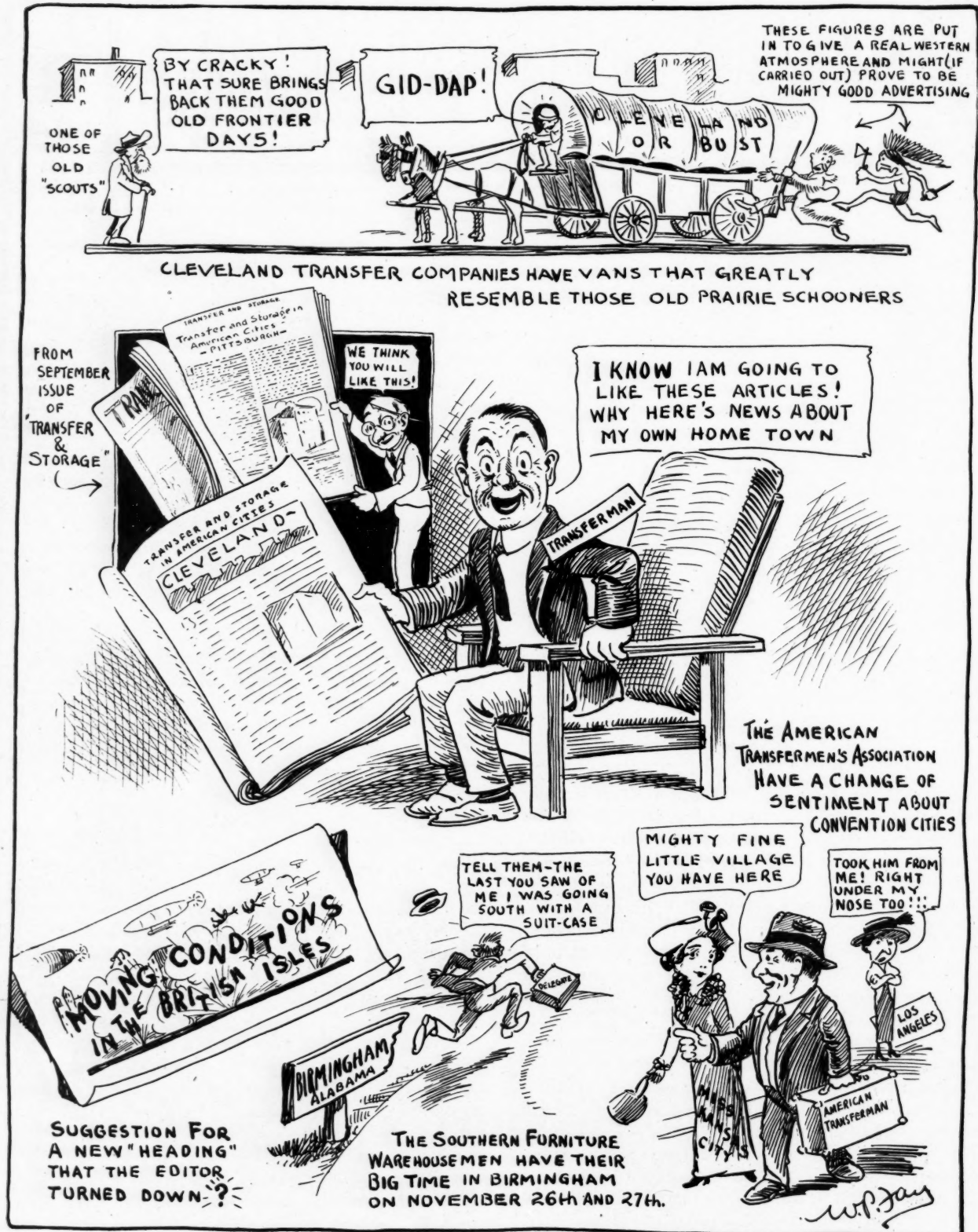
Regulation of Finance Important Phase.

Then there is another section of regulation that has not often gotten into the public press, but we know more or less about it in banking circles, and that is the regulation of the finances of public service corporations. Some commissions in a number of states have quite elaborate powers, authorizing them and requiring of them that they go in detail into the finances of the corporations and see that they are sound, not only from the point of view of the public and the corporation, but also from the point of view of the stockholders.

It is customary in some states for the commission to prescribe in the most minute detail exactly how accounts should be kept, and they furnish books of several hundred pages, stating just how they must be kept. At one time we had a great deal of difficulty until they viewed the matter a little differently. We were told that we should keep the accounts exactly as they prescribed, and the question arose how we could make supplementary cost finding analyses, and the commission said, "No, you keep it the way we tell you and no other way," and that detail is carried out quite fully. I have known a commission in a rate investigation look over all of the expenses, charges, capital, property-tangible and intangible, and finally say "The rates are too high. We find that you are paying your general manager \$4,800 per year, and we think you could get a general manager for \$3,600 per year."

I have been stating some objections to public regulation. I want to correct any impression I may have given that I am opposed to public regulation, by stating that I have always been a strong advocate of it for public service corporations. I have served for 10

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years in Massachusetts under public regulation and in the latter years of my service there have had intimate dealings with the commission and we go along usually very pleasantly with them and we usually come to an agreement. Then too, I have had a great deal to do with advancing public regulation in other states because it seemed wise, all things considered. It seemed good in the interest of the public and some public utility men have felt that we were warranted in taking the position; that that which is genuinely good for the customers of a public service corporation and those who are not yet customers, is genuinely good for the corporation, if the corporation is allowed those conditions which will make it a self-supporting and profitable enterprise.

Public Utility Should Be Monopolistic.

In the regulation of public service corporations it has come to be recognized, I think, as invariably preferable that a public service corporation should be monopolistic, so-called in its territory, rather than that there should be two or more companies of the same kind in a given territory, because when there are two or more companies, there is a tremendous duplication of capital and a tremendous added expense or cost to the service; finally they always consolidate and then you get a piling up of capital charges which is unavoidable under the circumstances and it simply retards a broadening of the service to the public and a sound reduction of the price.

But with so-called monopolistic service, you now have conditions which make the public very doubtful, very questioning as to whether they are getting the service at as low a price as is reasonable, and it therefore becomes desirable from every point of view to have a general supervision of the service by some public body which shall fairly and impartially scrutinize it and exhibit to the public in an authoritative way the public's rights to the corporation and in an equally authoritative way the corporation's rights to the public. In that way we have found from experience that we have gotten very much better conditions. We have gotten conditions that have helped the company in justly winning the esteem of the public and we have gotten conditions which have helped the company finance itself on better terms, lower interest rates, lower capital charges, which have also helped the customers by enabling the company to furnish service at lower rates because it has been able to get less expensive money. All of those conditions have depended on the desirable monopolistic feature of public service corporations, where but one company of a given kind existed in a given territory.

Storage Business Anything But Monopolistic.

Where you have non-monopolistic conditions, where you have a business which is not dependent on any permanent occupation of the streets, over or under the surface or on the surface of the streets, there you have

conditions, which, it seems to me, are entirely different from those pertaining to a public service corporation. You have conditions which are strictly those of private business, as in the warehouse business. I take it that any individual financially competent, or any corporation financially competent, can buy or lease a tract of land and lease or erect a building, and under perhaps some license conditions, go into the warehouse business with comparative freedom. As I told you, I know nothing of the business, but I take it for granted those are the essential conditions, and it is open to general competition and it operates essentially as a department store, uses the streets for its vans just as a department store or groceryman or butcher uses the streets for its delivery wagons. Perhaps the difference from most businesses is that it has other people's goods held in trust, subject to the order of the owner, and that it therefore requires a certain responsibility, a certain care of those goods, and therein it differs from the store, which merely sells the goods.

Under those circumstances it does not seem to me that there is necessarily the same public demand, or public necessity, if I may use those terms, for the regulation of warehouses as there is for the regulation of an enfranchised public service corporation, which requires for the conduct of its business, the permanent occupancy of the streets.

No Two Men Will Store the Same.

Your discussions of public regulation seem to center very largely on the regulation of rates. There seems to be a thought running through your discussions that if the storage warehouse business comes under public service commissions and its rates are regulated in detail, then they will all be uniform rates, and they will be standard rates, and they will all be public rates, and it will do away with all price cutting. Yes, perhaps per unit—but as I noticed in the New York Association discussion of last December, from the remarks of Mr. Wood, of Chicago, there is always a certain element of the measure of so many hundred cubic feet. The same goods packed by one man may occupy more space than the same goods packed by another, both working sincerely to make the goods occupy as little space as possible. Then there is the further element of service. Service is not simply a question of taking some goods from a household, getting them into the warehouse and keeping them there, then when the owner wants them, taking them back. That can be done in a thousand different ways, just as we say in the public utility business, a thousand feet of gas is not necessarily only a thousand feet of gas.

I know of some companies who thought their obligations stopped on supplying one thousand feet of gas. Other companies take the utmost interest in their customers; they are not charitable about it at all, simply considering it good business to take the utmost interest in their customers' appliances, to see that their appliances are efficient as possible, that the gas they

manufacture is as desirable and efficient as possible. They see to it that competent men call frequently to see that their appliances are in thoroughly efficient condition and if they are not in efficient condition they make such adjustment as is necessary, all to the end that the service delivered to the customer is as good as possible. Now naturally the total of that service costs more than simply one thousand gas delivered through the meter. That was the old method.

Regulation Removes Incentive to Service.

If you put everybody into the same straight-jacket of just how he shall charge, and for what he shall charge, are you not going to make everybody work just about the same? Are you not going to make just about an average service? We have found that all things considered, the greatest incentive to good service is not that a commission is standing over you with a group of inspectors and a lot of fines provided by statute. The greatest incentive is that if you give good service you will make money, and if you don't give good service you will not make money.

Another point I want to bring out is that same regulation which seems desirable from the point of making rates uniform really to regulate rates, not merely to standardize rates, requires that the whole capital and operative situation of a business be investigated supervised and regulated. Now, I want to ask you whether you would prefer to squarely and honestly conduct your business in open competition, competing in so far as possible on the quality of service—how much service for how little money—openly and competitively, having your rates vary somewhat, and being free to run your business as your business—or would you rather have standard rates published, be able to charge those rates, be able to insist on getting those rates, no more and no less, knowing that every other storage man and competitor was getting those rates, no more no less, subject to heavy fines if they violated the schedule; have your rate regulated to simply give you a fair return on a fair valuation of that section of your property which is devoted to the service of the public, with a minimum allowance for good-will, possibly no allowance, as in a recent gas case in Des Moines; have your rate of return on your investment limited, scrutinized and whenever there was any noticeable increase in your earnings, have some of your customers come along and say, "We think we ought to get service for 10 per cent less. The company is paying 8 per cent dividends and earning 4 per cent, and 12 per cent is certainly more than the courts consider a fair return on the value of property, and that ought to be cut down," and then have the commission come along and cut the rates 10 per cent. That is what we get under the public service commission.

Now as to the value of your property; we will say you have a million dollars worth of bonds and a million dollars worth of stock outstanding and a million and a half of tangible assets, making a total of two million

dollars of capitalization, the commission will come along and say, "We can find only a million and a half dollars of property. There are certain engineering items, financing items, making up the value of this, but we do not see two million dollars of property here, and, gentlemen, we really will have to put you on a basis of \$1,750,000," and you will be allowed 6 per cent on that.

Supposing you want to spend a quarter of a million dollars on an office building of limestone; you say it is good advertising for your company to build that building; do you want to have them come and say, "Don't you think you can put up a brick building for 25 per cent less? What do you think about it"? And as I said before they will come to you and say, "Here, you are paying your general manager \$4,800; we think your rates are too high; don't you think you should get a general manager for \$3,600?"

Now, gentlemen, that is what public regulation means when carried to its conclusion.

Mr. Reid: (of the Lincoln Safe Deposit Co., New York City: "This is a very interesting subject, ladies and gentlemen. Some members no doubt have questions they would like to ask Mr. Gardiner, which he will be pleased to answer. How do you feel about it, Mr. Morris?"

Regulation Would Not Injure Service.

Mr. Morris (Metropolitan Fireproof Storage Warehouse Co.) Mr. Chairman, there is one particular point made by the speaker with which I do not entirely agree. The point in question is this: The speaker made capital out of the fact that if we were all regulated on an identical basis with prices set by the commission, it would have a tendency to cause us to sit still, and not stimulate competition. To the contrary, it has been in my mind that the competition then would revert itself to a competition of service.

The great misfortune, and to my mind, the disease, our business is suffering from now is rate competition, without due attention being given to costs, and my idea is, if a commission gave proper attention to costs and regulated the rate, it would spur the warehouseman to greater effort to render an even better service than his competitor, and that would mean stimulation along the entire line. It has often appealed to me that if some way were found to get rid of rate competition—I mean by this ruthless, reckless slashing of rates, that robs the man who wants to give better service; it robs him by virtue of the fact that he must limit his service in order to meet the rate slasher—that if the rate was made by the commission with due consideration to the warehouseman and the public, that it would stimulate the warehouseman to endeavor to attract prospective patrons to his individual warehouse by creating a better service, something that he would gladly do if allowed the proper margin of profit that would permit him to do so.

Now we strive to get business from each other by competing on rates. We are striving in the wrong di-

rection. If the method of competition were limited to service, I think it would be a blessing to the warehouse business, first, because the warehouseman rendering the best service would attract business to his particular warehouse, and secondly, the service that that warehouseman would render would increase the confidence of the public by virtue of the fact that the service he rendered, returning the goods in as good condition as he received them, would create a demand for storage by those who are to-day timid about placing their goods in a warehouse, and this would mean an uplift of the business in general.

Mr. Saul (Columbia Storage Warehouses): I infer from the remarks of Mr. Gardiner that he is not enthusiastically in favor of extending public regulation. I believe in public regulation of such industries as are operating under franchises granted by the state, which gives them special privileges, such as transportation companies, companies furnishing electric light, power, gas, etc., which require special use of mains, wires, etc., but I do not believe personally that public regulation by the state should go beyond the bounds of such industries. If it does, it would be unlimited and we will simply have rank socialism.

A Non-Monopolistic Industry Should Not Be Regulated.

An industry that is not monopolistic in its tendencies I do not believe should be regulated as to the price to be charged. Certain regulations, of course, can be made, such as in the building industry regulation can be made as to the height and character of buildings in a city, and the character of construction, but would it not be possible, for instance, to regulate the rental which the investor is to receive from his investment in real estate? If that principle is to be carried in that direction, it ought to cover, then, finally, every industry. Everybody renders public service of some kind, it does not matter what it is, and if the state is to regulate everything finally, it will have to regulate the price of everything we use in daily life.

Now, the warehouse business is not monopolistic in its tendencies. It is a business in which any one can enter who has capital, and it does not require a great amount of capital to go into the business, and I think it should be regulated rather by the return which the investor can get under fair competition. Now, there are certain periods in our commercial and industrial life when there is general depression. At such times there is very keen competition; you might say, perhaps, unfair competition; but I believe that is unavoidable in a democracy such as we are living under and which we all love, I am sure, to live under.

I do not think that we ought to go in the direction that the monarchical governments of the Old World are going, and one in which everything we do is regulated by the state. We know that in some countries in Europe, Germany, Russia and some others perhaps, there is regulation of many things which would be objectionable to us who live in a freer atmosphere, and while

we may not develop the same efficiency as is developed in Germany and other countries, I believe we love our own methods so much that we would not care to have our business and customs regulated by the state. Personally, I am opposed to the principle. I believe in the regulation of those industries which are operated under franchises that give special privileges, but any business that is open to any one should not be regulated by the state, except that which is illegal or becomes a nuisance. So long as it is a business that renders a service, it will have to depend on the public whether that business shall be successful in the end or not.

Now, so far as that cutting or slashing of rates is concerned, about which we all complain, I think we find that those houses which render a good service fare the best. It is the application of the old principle that applies to all kinds of conduct, that "honesty is the best policy." Now, it does pay sometimes to be dishonest, I mean from the financial standpoint. It does pay temporarily to misrepresent, but in the end the man who renders a good service, pleases his patrons, and perhaps gets a comparatively small return on his investment, I believe will eventually fare better.

Now, the fact remains that our industry is being regulated in one state; at least, it has come under the direction of the public service commission; that is the State of Illinois. I do not know if there is any one here excepting Mr. Bateman who can give us any enlightenment as to the operation of that law in Illinois, but I am sure if Mr. Bateman can give us any light on the subject as to the success or non-success of the ideas in that state, we will all be very glad to hear from him.

Not on Sound Basis in Illinois Yet.

Mr. Bateman (Trans-Continental Freight Co., Chicago): I can say, Mr. President, that the situation in Illinois is not sufficiently developed at the present time to say that we have made any progress whatever. About half our people are of the opinion that regulation is a good thing, and the other half are convinced it is not. The commission issued its orders some months ago, and there was a tendency to get together on the rates to be charged and we filed our rates. Later on, our secretary ascertained through the secretary of the commission in Springfield that the rates which had been filed with the commission were of a very heterogeneous character. One concern, for instance, a reputable house in Chicago, had filed rates for fireproof facilities as follows: the rates in open storage were from \$.00½ to \$.02 per cubic foot per month. Another concern, a non-fireproof house, filed a rate in open storage of \$.01 per square foot to \$.06 per square foot per month. In other words, the commission made no attempt to regulate the rate, but simply allowed any old rate to be filed. The commissioners themselves stated at the outset that they did not propose to foster a monopoly in the matter of rates; that they would rather encourage definite competition among those engaged in the business,

and if any desired on 30 days' notice to amend their rate, they could do so; they could lower the rate, but could not increase it without a specific hearing. When it was found by the more reputable houses in the city that the rates filed were not of a definite character, and furthermore that there was no attempt to balance the situation so far as rates were concerned, we decided that it might be a good thing to begin an investigation, but we found that the commission did not have sufficient money at its command to appoint an inspector to take charge of the investigation of rates as charged by the warehousemen. At the last session of the legislature, however, an appropriation was received, and we understand they will appoint an inspector to go over the matter, inspect books, and regulate in every sense of the word.

At the meeting of the Illinois Association we desired to bring out the feeling if possible, and upon taking a rising vote it was found that among those present, if I remember right, there were twenty-three who voted in favor of the principle of public regulation of warehouses, there were twenty-six opposed, and there were thirty-three who had been unable at that time to make up their minds.

Mr. Reid: Was this vote taken from warehousemen all over the country?

Mr. Bateman: Yes. On the whole, the situation in Illinois to-day is entirely in an experimental state. The merchandise warehousemen find it much more satisfactory than the furniture warehousemen for the reason that they have a standard rate that they are working over, but unless the situation can be thoroughly regulated and the discrepancies, such as the peculiar schedules filed, can be properly corrected. I am free to say that the Illinois people will regard it as a step in the wrong direction rather than in the right direction. The only advantage is that it will eventually bring to light the methods of operation of the various companies. The man who files a rate and will not live up to it can be gotten at much more readily than the man who can indulge in all kinds of midnight operation.

Ohio Is Divided.

Mr. Reid: Do any thoughts occur to any other gentlemen, before we ask Mr. Gardiner to respond to whatever has been brought out?

In Ohio there is a divided opinion as to warehouses becoming public utilities. They went so far there as to prepare a bill to present to the legislature at Columbus, but got cold feet, as the expression is, at the last moment, and I believe it was not pushed, but there is one element strongly in favor of pushing it at the next session, and there is one element equally opposed. Of course, they, like us, want light. If there is any gentleman present who has had any experience in the matter of public utilities we should be glad to have him get on his feet.

How is it in Philadelphia, Mr. Wightman? Has there been anything done there?

Mr. Wightman (Penn Storage & Van Co., Philadelphia): So far as I know, nothing has come up.

Mr. Reid: How is it in Cincinnati, Mr. Pagels?

Mr. Pagels (Fred Pagels, Cincinnati): We have not heard much about it. A committee went to Columbus, but nothing has been done.

Mr. Reid: Mr. Kaufman, has anything been brought up in Baltimore?

Mr. Kaufman (Kaufman Fireproof Storage Warehouse, Baltimore): Nothing.

Mr. Reid: Now Mr. Gardiner, if any suggestions have been brought out by the speakers, if you will kindly answer them, we will be glad to hear you.

Mr. Gardiner: The point brought up by the first speaker, that public regulation would eliminate price cutting and therefore all could go out on the same price schedule and compete on quality service, it seems to me, was answered by the situation spoken of in Chicago, where everybody filed his own schedule, and was allowed to decrease but not increase his rates. But even assuming that a uniform schedule were arrived at and made invariably applicable, that uniform schedule might be so low as to make impossible the kind of service, we will say, of the very high grade that some people might like to render to customers who would be willing to pay for that kind of service. On the other hand, that same schedule might give extraordinary profits to those operating a service of a very much lower grade, which service of a very much lower grade, might be entirely satisfactory to the particular class of customers with whom they were dealing. Now, it seems to me the quality of service would be standardized on an average instead of being open for each man to make as good as he could within his charges.

Remedy for Price Cutting Is Education.

I gather your business has been suffering from, as it was described, the disease of price cutting. Now gentlemen, in my experience I have found the remedy for that is not in your taking business and putting it in the hands of somebody else, to regulate for you and for the public. The remedy for that is for you to regulate it. You are not one corporation dealing with one community; you are many corporations dealing. let me say, with one community, with no monopolistic feature in your business, and if some of you have made the business mistake, and I say it is a business mistake, to base your competition and your business getting primarily, and I might say exclusively, on price cutting, why then it is up to you to correct it, and it is up to those among you, who perhaps see different business principles as they work out, to preach them effectively among others.

(To be Continued in November)

Legislation for The Team Owners

Thomas F. Ashford, Jr., second vice-president of the National Team and Motor Truck Owners' Association, and president of the Allegheny County Team and Motor Truck Owners' Association of Pittsburgh, Pa., read the following paper before the last annual meeting of the National Association at Springfield, Mass., last June:

WHEN we talk about being politicians we strike a chord that is not responsive in most business circles. And why is it not responsive? If you in San Francisco or you in Chicago or in New Orleans or in New York want to accomplish something which tramps on the toes of the steam railways or of the street railways or of the steamship lines, or of any other large interest, what do you have facing you when you appear either before the city or state legislative body or the chief executive? You know what you find and so do I. You will find every city or state official has been approached by every friend of the corporate interest you are attacking and you will find every employee, every friend, every stockholder of that corporation lined up against you. Now, gentlemen, I ask you frankly, has this not been your experience?

You know that it used to be that most of the horses in the cities were owned by the cab driver and general hauling man unless owned by the wealthy families. In the country they were owned by the farmers. The horse doctor was usually the blacksmith. We have gotten entirely away from this condition which held in the early part of the last century but as we have advanced have we kept abreast of the times? Our teaming business is largely in the hands of well organized, well financed, business organizations. Has the same advancement been made in providing suitable laws and proper regulations in our cities and states?

World's Greatest Progress Since 1800.

You do not need to be a student of history any more than I am to recall that there was no real advancement from the earliest stages of civilization down to the nineteenth century in the matter of vehicles and facilities for traveling. When did we have our first railway? When did we have our first steam boat? When did we have our first telephone and telegraph system? When did we first have bicycles in public use? and who of you gentlemen can remember the use of automobiles further back than 15 years?

In 1888 a very noted English officer came to the United States and made a tour of the country. He was asked how he thought the United States would stand in a war with one of the great European powers. His reply was substantially as follows; "One thing is certain. No European army could get 10 miles inland from the Atlantic seacoast. Your roads are so bad, it would be impossible to invade your country." Not a very pleasant arraignment and yet if we use our memories we will have to confess the statement was substantially true.

Since that time the advent of the automobile and

the organization of automobile clubs all over the country has created a stimulus in road building. To-day our roads are in much better condition than when our English friend visited this country. They could be improved and doubtless will be improved. In most of the commonwealths of our great Union it is possible to travel from end to end of the state on good macadamized roads.

That is very advantageous from the standpoint of the pleasure we may derive from taking automobile trips. But is it an advancement, commercially, to those of us who transfer packages, haul coal, etc. The pursuit of pleasure has brought results. How about our business interests and their proper protection?

Great Corporations Play Politics.

Every year at the annual convention we hear well prepared papers read on live topics such as the proper protection and recompense where horses are destroyed as the result of glanders, desirable legislation and municipal regulations such as the Tail Board Delivery, the Quack Horse Doctor, the Terminal Question, Cheaper Foodstuffs, etc. All this is very interesting and very instructive. But, gentlemen, do you suppose that the authorities of the Pennsylvania Railroad lines, of the New York Central lines, and of the several Trans-Continental lines get together and discuss their needs as we are doing now. Undoubtedly not. The railroads and all other great corporate interests play politics. They have mutual interests and they stand together. Now, gentlemen, I am told and my western friends will correct me if I am in error that when a great prairie fire starts the family sees it coming and burns a strip of prairie around their own house so that the fire will pass them by without injury. Are we doing our share in a similar sense in protecting our own interests, our own investments, our own means of livelihood? For years we have seen the great prairie fire of organized corporate greed and political robbery sweeping over us and cleaning up our small crops of money, by over taxation, and what have we done to protect ourselves? Have we any voice in making our laws? Are we in our several businesses given any just consideration? If not, why not?

Anti-Cruelty Society Wiped Out.

I have the honor to appear before you representing what we are told is the largest association that belongs to this organization. Our association is far from perfect and yet in our own little locality we have accomplished some good. In 1906 and for 20 years prior thereto, there existed and flourished in Western Pennsylvania a society known as the "Anti-Cruelty Society." Now, we are all interested in the humane treatment of our animals. Probably every member of this organization contributes in some way to one or more societies

with this end in view. In the State of Pennsylvania there was a law passed in 1891 which gives to any incorporated society having as the object of its corporate existence, the prevention of cruelty to animals the entire fine which may be levied for any infraction of the humane law. This Anti-Cruelty Society made use of its very good purpose and of this law to levy graft upon every team owner in our district who was able to pay a fine.

Between June 1, 1906, over \$10,000 was collected in fines through the offices of three aldermen in the city of Pittsburgh. How much was collected outside of the city of Pittsburgh and through other aldermen in the city of Pittsburgh no one knows. Our investigation shows that over 90 per cent of these fines were absolute blackmail. This condition of affairs brought the Team and Motor Truck Owners' Association of Allegheny County into existence. Prior to 1906 we had a Team Owners' Association in name only. During this year we were incorporated and began an active existence. We spent over \$4,000 in following up and getting the goods on this bunch of grafters, and finally on December 1, 1906, they ceased active operations. After this date no fines were collected by them. Some of those interested did time in the work-house of Allegheny county and all of them have made themselves rather scarce in our district since that time. This shows what can be done by a united effort. But we did not stop here. We went before the Attorney General of the State of Pennsylvania and asked for a writ of quo warranto that the two charges under which they were operating might be cancelled.

Interest Slacked After Work Was Accomplished.

Now, while we were working with the burden of this graft hanging over us, every one was interested. But when the graft stopped, interest began to lag. At the time we went before the Attorney General our membership consisted of forty-two members of whom fourteen were in good standing. Our delegation to Harrisburg consisted of three of whom only one was a member of our association. We had an old alderman who was out of commission to go along, our attorney and your humble servant. The other side was represented by a large delegation including the inevitable corps of politicians. We had our case presented in manuscript form and verbally by our attorney, and then the old alderman was called to substantiate certain facts.

If we demand our rights as individuals we get nothing, but if we stand together representing our investments and our voting power with one common purpose and one common aim and one common end in view, we get what we go after. When the government at Washington is tinkering with the tariff, how often have representatives of this organization been called into conference? Are we not interested in the manufacture of wagons and wagon supplies and in the breeding of horses and in the food stuffs for our horses? Has any person here ever been called in conference with

anybody there or any person's advice requested as to any subject? I dare say not once has this been done. And why has it not been done?

Value of Horses in Pittsburgh.

In Pittsburgh we have over \$3,000,000 worth of horses. Now, gentlemen, kindly add a rough estimate of the value of our harness, our vehicles and the real estate and buildings which we own and use purely for our teams and business. Now to this add a similar estimate from each city in these United States and to this grand total add an estimate of what might be considered the rural or country investments along the same line. Is there any other business or great railway or steamship system that can boast of the investment that our business interests present? How many men have you employed in your office? How many drivers have you? How many other employes have you? Are you lining these men up for the councilman, the state legislator, the congressman, the senator, who will do you most good in their official capacity? What effort are you making, what effort am I making to help in the selection of these men?

Fifteen years ago a friend of mine attempted to get ten automobiles together in the city of Philadelphia, for a special advertising stunt. There were not that many automobiles in Philadelphia at that time. To-day, as I have previously stated, automobile clubs have sprung into existence from one end to the other of the United States. In Ohio, Pennsylvania, New York and probably several other States over 200,000 licenses have been issued this year. Through the direct influence of the clubs that have been formed the highways throughout the country are being improved very rapidly. Now, we have a much larger investment than our friends who own automobiles purely for pleasure. They have influenced the legislature of every state in the Union. What have we done?

High Vehicle Tax in Pittsburgh.

Do you know that until 1911 the city of Pittsburgh, acting under an old ordinance passed in 1865, had been collecting a higher rate of vehicle taxation than any other city in the Union except one city in the South, namely, Savannah, Georgia, where they tell me practically no one owns teams except the colored population. We got together and collected the information from every city of any size in the United States. In some of the Western cities they told us they had never heard of a special tax on horses or wagons. Some of them said that they were thinking of levying such a taxation. With this information we went to city hall and began our campaign. Prior to this time we had asked individually and had received individually promises from the several councilmen that they would reduce our vehicle tax. It always ended with promises and excuses. But when we got together as an organization and waited on each councilman separately and on the council as a whole, likewise on the city treasurer,

the director of public works and the mayor, we accomplished some results. Our attorney was directed to draw up the ordinance we proposed and after its form had been approved by the city solicitor and the mayor it was passed. Since 1911 the team owners of the city of Pittsburgh have been saved \$40,000 a year by our efforts. Another thing I wish to call your attention to. For years we had been paying a special tax on the value of horses as personal property. Since 1911, through the same influence we have not had to pay this tax.

Association Combats One-Way Streets.

In some cities it is convenient for the owners of teams to have streets made "one-way" streets. Our last preceding city administration was very anxious to have this matter of one-way street traffic in the city of Pittsburgh left as one of its monuments. Seventy-five per cent of our team owners agreed that it would be a good proposition. The other 25 per cent seriously opposed it. We agreed, however, to stand together for our rights.

We immediately went into the courts with a bill in equity to restrain the city of Pittsburgh from this partial vacation of our streets. We were in the right, but we wished to use our rights only as a whip to compel the administration to recognize us. The legal department admitted we had the law on our side. The reduction of our vehicle tax was part of the results of this suit. We never took judgment against them, but we had them agree with us that they would not further extend the one-way system of streets without a hearing from our representative.

Recently the chief of our street railways system was called into conference and it was announced that additional one-way streets would be the immediate result. After the new administration understood our position the project was dropped. This was accomplished by organization. Because we stood together the 75 per cent with the 25 per cent and stood as opposed to the one-way street traffic, whatever our personal views, in order that we might accomplish our other ends, we won out.

No Damages for Fatalities from Overhead Wires.

In the state of Pennsylvania we find stretched across our highways high power feed wires which were placed there by our electric light companies or our street railway companies. These high wires are liable to break and fall on us or our teams at any time. You have the same situation in every state which is represented here. If there are any exceptions to the general conditions I have never had it called to my attention.

If your little girl is coming home from school and one of these wires falls on her and kills her, what redress have you in your own state? If your valuable team is killed in the same way, what redress have you? Now, I do not know what the condition is in your state, but I do know what the condition is in our old Keystone

state. If an electric wire falls on you or a member of your family or on your property and death or loss of property results, you are the one to lose. If you question this, I would refer you to the case of the Patterson Coal & Supply Co., which is reported in our Superior Court Reports, Vol. 37, Page 212.

In that case the lower court refused to allow a recovery where a team had been killed by one of these wires falling on it. It was carried to Superior court and the decision again was against the coal company. A similar case arose in our own district where a child was killed coming home from school, one of the high power wires of the Allegheny County Light Co. falling down and killing her instantly. This case was also carried up to the higher courts and again there was no recovery. This condition prevails throughout the state of Pennsylvania. Now, who put these high power wires over our highways? Were they put there with our sanction? Certainly not, and yet we must suffer. Now, gentlemen, what is the condition in your state? If you have a similar loss can you recover? If not, is this not a matter that should be taken up by this association in general?

Organization Essential.

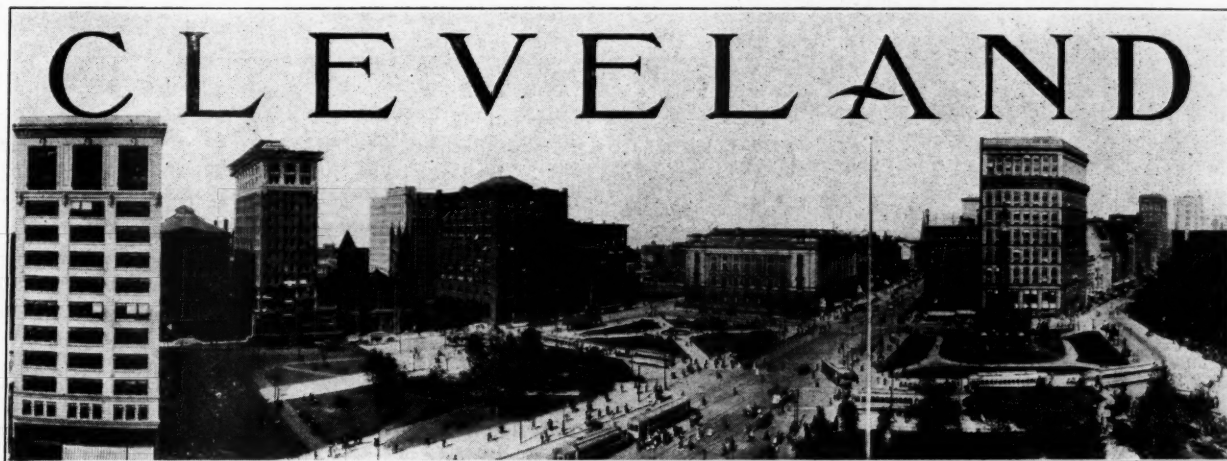
I want to tell you that we must first have organization, we must stand together. We must at all times be on the lookout for the protection of our property. You ask me how this can be done? The answer is by organization. Let us stand shoulder to shoulder and show our American independence by demanding legislation for our protection from our city government, from our state legislatures and from our national government. This can only be done by asserting our rights and our influences at the ballot box. When we have done this you will find that our city lawmakers, our state lawmakers and our national lawmakers will sit up and take notice. From our national government down to our city authorities you will find that the big corporations and the big interests get everything they go after. You know why. They are fighters. They win and they deserve to win. They are properly organized. We get nothing and it is our own fault.

Let the national association form a committee which may hear and investigate the grievances of every state represented in our body. If the trouble is purely local, let us all lend our aid, our advice, our assistance, or at least our moral support. If the trouble is statewide or national in scope, let us all get busy and make our influence felt.

The team owners' association of this country organized and standing together will be the most powerful organization, politically speaking, and financially speaking, that the country has ever seen and one that will get its rights from every legislative administrative body in the United States.

(Signed) T. F. ASHFORD, JR.

Transfer and Storage in American Cities



Sixth in the United States in point of population, but not sixth in the number of advantages that the transfer and storagemen within its bounds enjoy, is Cleveland. Aside from its natural advantages, Cleveland, from the transfer and storageman's point of view has the hourly basis for household moving, month to month leasing, the cubic foot basis for storing household goods, wide, well paved streets, good traffic control and only one hill that amounts to anything. There are no city ordinances except for weight limitation that limit or hinder the transfer and storageman, none that impose a financial burden upon him.

Doubtless most of our readers have been in Cleveland, called the Forest City. Located on Lake Erie and possessing a fine harbor as well as being served by five great railroad lines, and having a population of nearly 600,000, Cleveland is the home of about 200 transfer and storage companies and individuals engaged in the business. The city is set upon a bluff overlooking the lake, this bluff having an average height of about 100 feet above the water and as all the freight stations are located on the lake front or in the hollow through which runs the Cuyahoga river, all of the package freight hauled into the city must be teamed up a short steep hill.

Most Cleveland Terminals Out of Date.

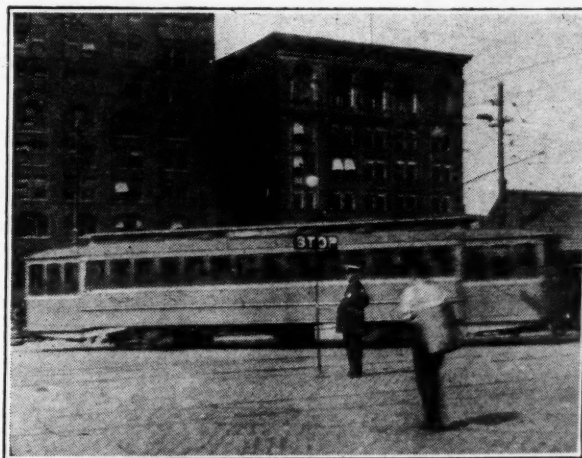
Cleveland is well supplied with freight terminals, but most of the buildings used for this purpose were out of date years ago. However, there is not much congestion and very few delays although the terminals close at 4:30. The Erie freight station is the worst from the transferman's viewpoint for it is at this terminal that most of the delays occur. Tailboard delivery and tailboard receipt are given in Cleveland, that city being one of the examples used by the National Team and Motor Truck Owners' Association as a model city in the recent Tailboard Delivery Case before the Interstate Com-

merce Commission. The Pennsylvania Railroad and the New York Central Lines have each an up-to-date station at Cleveland. A big traveling crane for lifting heavier girders, etc., onto wagons and trucks is located in the team track yards at the foot of East Twentieth street. There are plenty of team tracks in Cleveland.

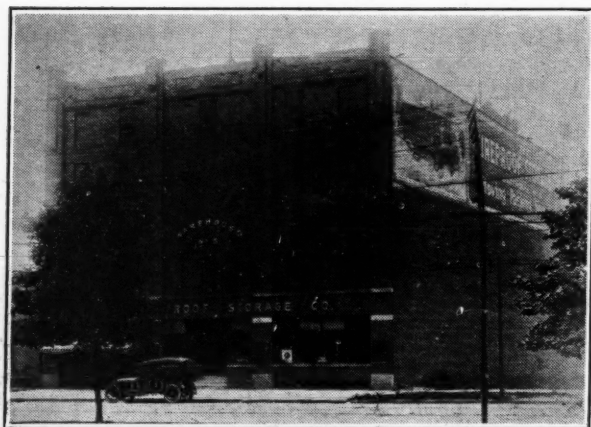
All freight is hauled on the tonnage basis, the rate on carload freight being 3 cents per 100 pounds and on less than carload, 4 to 5 cents per 100 pounds. Teams may be rented at from \$5.50 to \$7.00 per day, the usual rate being \$7.00, except for excavation work.

Cartage Club Defeated License Tax.

Cleveland has no vehicle license tax. The Cleveland Cartage Club, which embraces in its membership most of the important companies in the city, having fought that question out with the city council last spring. A tax of \$5.00 per wagon has been proposed by some and others were in favor of a tax of \$5.00 per horse.



Traffic Control in Cleveland.



New Fireproof West Side Building of the Lincoln Fireproof Storage Co.

The Cleveland Cartage Club is not a general organization, consisting solely of firms engaged in the transfer and storage business, and it was necessary to get the co-operation of the various other team and motor vehicle owners' associations in the city in order to defeat the proposed ordinance. It was proposed to tax motor vehicles as well as horse vehicles. The co-operation of the Automobile Club and various other organizations was obtained and the ordinance defeated at a second hearing.

Cleveland drivers and employes are well organized. Perhaps too well organized. Opinions differ in Cleveland in regard to organized labor as they do everywhere else. The majority are not in favor of organized labor, but a few expressed the opinion that better employes are obtained through organization.

Wages are high in Cleveland, much higher than they are in most cities. An agreement has recently been signed with the labor union, known as the International Brotherhood of Teamster, Chauffeurs, Stablemen and Helpers of America, by which a scale was adopted, this scale to be advanced 50 cents per week for each year, so that at the end of the 3 years, every employe will be getting \$1.00 per week more than he is re-



Packard Van Used by the Central Storage Warehouse Co., Showing "Free Moving to Storage" Advertisement.

ceiving now. Time and a quarter for overtime is allowed, and as the transfer business is one in which there is much overtime, it is not unusual for a driver to take home \$20.00 to \$25.00 in his weekly envelope.

Drivers Are Well Paid.

At present, single wagon drivers get \$12.50, light double wagon drivers, \$13.50, two-horse truck teamsters \$15.50, three-horse teamsters, \$17.50, van drivers \$18.00 and all motor truck drivers, \$20.00, with no difference made in the size of the truck driven. Helpers get \$15.00 and warehousemen \$18.00. In spite of the good wages paid it is somewhat difficult to secure good packers. The day is 10 hours long, 6 a. m. to 5 p. m.

On the other hand, rates in Cleveland are pretty well up, with the possible exception of the cartage rates quoted above which are practically the same as those given in the September number of TRANSFER & STORAGE for Pittsburgh. Of course Pittsburgh has a harder haulage problem with poor streets and many hills, but Cleveland has higher drivers' wages.

Rates for household moving are on a good solid foundation in Cleveland — the hourly basis. At the present time the rates are not very firm, there being



Typical Cleveland Wagon as Used by Andrews Cartage Co.

considerable competition of price rather than of service, but most of the bigger and better firms are getting \$2.00 an hour for a two-horse van with two men and \$3.00 an hour for a motor van with two men. For extra men 50 cents an hour is obtained. About 90 per cent of the household moving in Cleveland is done on the hourly basis, the rest being by contract.

Cleveland Has All-Year Leasing.

Cleveland has had for years what the Illinois Furniture Warehousemen's Association is trying to obtain for Chicago and the New York Furniture Warehousemen's Association for New York, namely, all-year leasing. Tenants in Cleveland do not rent from May to May or October to October, they rent any time in the year to the corresponding month the next year.

This takes much of a load off the moving companies by keeping their equipment busy throughout the year and by eliminating much of the rush that comes in the spring and fall in other cities in the moving business. Transfer and storagemen of Cleveland consider

their city one of the best in the country in which to carry on a moving business for this reason.

Cleveland extends for 14 miles along the lake front, and as the city is level there are few real suburbs. The city is not very closely built up as a whole so that there are few apartment or flat buildings as yet. Most of the moving in the city is from house to house.

There is, however, a great amount of moving to and from the nearby cities and towns up to 60 miles away. The roads are good, being paved with brick for the most part and all this work is done by motor truck. For anything over 15 miles one way a rate of \$1.50 per hour is charged. For anything under 15 miles the hourly rate applies. The inter-city business has been very much cut up lately, however, by men who drive their own motor trucks, purchasing these machines on the installment plan. The larger concerns, which have some regard for liability, know what their machines are costing them to operate and maintain and must have payrolls, can compete with these small men on a basis of service only.

The recent rate war in the moving business was the

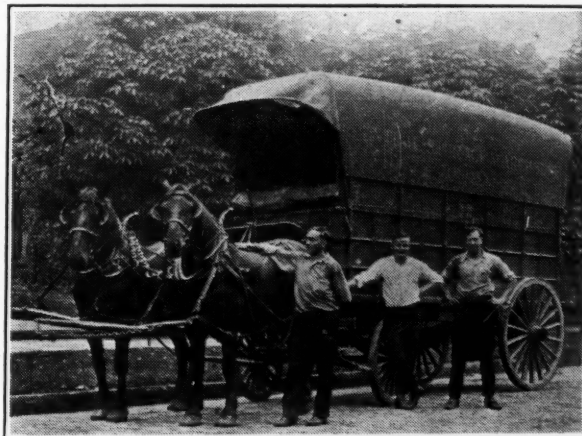


One of the Big Peerless Vans, Used by the Lincoln Storage Co.—Most of these Vans are Fitted with Side as well as Rear Doors.

cause of some keen competition between some of the larger storage companies in the eastern part of the city. One company, the Central Storage Whse. Co., which had just put up a new fireproof building and was anxious to fill it, started a campaign of free moving to storage. There was a catch in this, however, for goods moved to storage had to remain in the warehouse at least 6 months before the cartage rates were absorbed.

Although the Central company, by using the advertising columns of the newspapers and having large signs on its van announcing the free moving, obtained over 50 loads more during July this year than last year, in a dull season at that, the officers of the company are not now in favor of giving free moving. The catch in the advertising of 6 months storage does not always result in satisfied customers as goods might remain 5 months or 4 months, and upon their being removed at the expiration of this time, the addition of the cartage charges is not always viewed with equanimity by the customer.

For piano moving in Cleveland the rates are \$1.00 extra for a piano in a load of household goods from first floor to first floor with 50 cents additional for



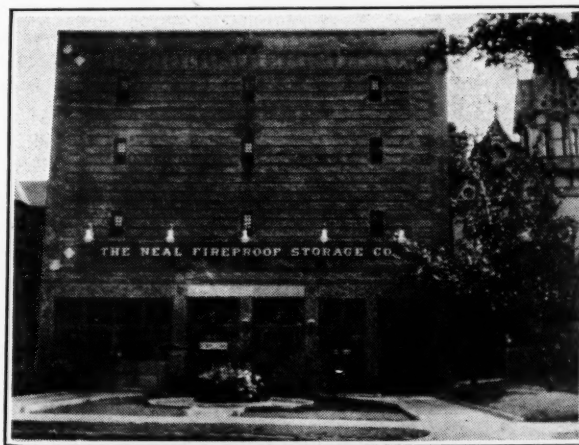
Typical Cleveland Van Body Bearing Resemblance to "Prairie Schooner."

each extra floor where the piano must be taken up stairs. For hoisting a piano \$6.00 is charged. Hoisting jobs are infrequent in Cleveland as most of the pianos go from first to first floors and also as most stairways will easily accommodate a piano. For pianos separate from a load, \$3.50 is the regular rate, with hoisting and additional floors the same as when the piano is carried with the load.

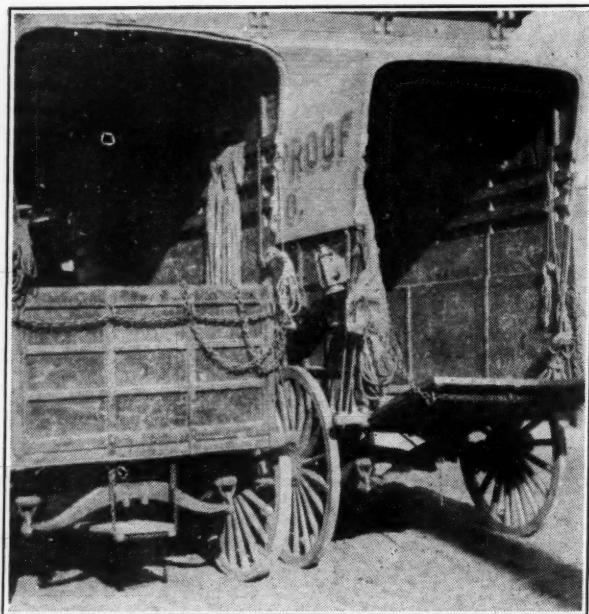
Many Fireproof Buildings.

Cleveland is well supplied with fireproof warehouses for household goods storage. The Lincoln Fireproof Storage Co., the largest concern in Cleveland, and one of the largest in North America has five warehouses in different parts of the city, only one of which, however, is located on the west side. Three of these buildings are fireproof, the newest being the west side building.

The Neal Fireproof Storage Co. has one big building, which is fireproof. The Neal building is set back from the street and has a very pleasing appearance with its little front-yard flower garden, which does credit to the location of the building, which is only a short dis-



The Neal Fireproof Warehouse, Showing Decorative Flower Garden.



Rear View of Typical Cleveland Vans, Showing Length of Tailboard and Board Slung Beneath Van.

tance from the Lincoln company's main office in the heart of Cleveland's celebrated "Millionaires Row" on Euclid avenue.

The Central Storage Co., located on East Fifty-fifth street, not far from Euclid avenue, has recently put up a new fireproof building in the rear of its non-fireproof warehouse. Across the street from the Central office is the building of Scott Brothers Co. The Scott company's building was completed only recently and is a fireproof structure. The first floor is devoted to a furniture business and the upper floors to storage.

The Central Storage Co. has a house and flat renting agency in connection with its storage business, the renting agency operating under a different name. This brings considerable business to the Central company.

New Fireproof Building Opened in July.

John Becker has recently put up a new fireproof building on the west side, this building having a capacity of 150 van loads approximately. The building is arranged with storage rooms on each side, with space for a double row of rooms down the center of each floor. The steel sides of the private rooms do not extend clear to the ceiling, leaving room for air to circulate from one room to another. The rooms range in size from 300 to 1,000 cubic feet. The building is steam heated and is provided with a piano room and small elevator.

R. M. Andrews of the Andrews Cartage Co. has a small fireproof building of about 100 van loads capacity which he operates under the name of the Andrews Fireproof Storage Co. Mr. Andrews has had plans prepared by Moores & Dunford, of Chicago, for a larger fireproof building, but has not thought that recent business conditions warranted the erection of this new building. It

may possibly be put up in the spring, Mr. Andrews states.

Practically all the Cleveland warehouses are provided with private rooms for furniture storage, the space available in Cleveland as a whole being about equally divided between private room and open storage.

Rates for household goods storage in fireproof buildings in private rooms range from 90 cents per 100 cubic feet to \$1.00 per 100 cubic feet. For fireproof open storage the rate ranges from 65 to 75 cents per 100 cubic feet. In non-fireproof storage 50 cents per 100 cubic feet is the regular rate.

The Typical Cleveland Wagon.

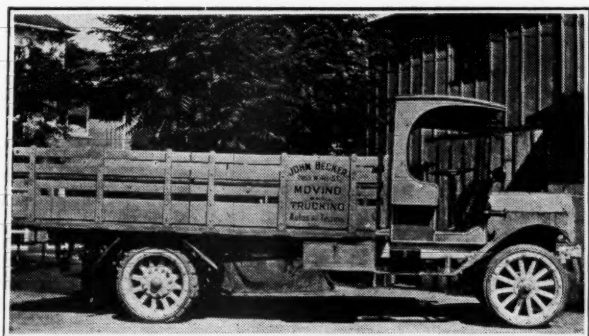
The typical Cleveland wagon is an open box with flares at the sides as shown in the illustration of the Andrews Cartage Co. wagon herewith. The flares are usually rails instead of being solid as in other wagon bodies. This type of wagon is used for general purposes, the body being mounted on motor vehicle chassis as well as on horse drawn apparatus. This type of body is used in nearly all instances in Cleveland for general hauling and is not confined to the cartage companies.

There are several instances of improvements on body ideas in Cleveland wagons. The Andrews Cartage Co. wagon shown in the illustration may be used as a box wagon or as a flat truck by removing the sides which fit into stake pockets on the side of the platform. When used as a flat truck a windlass can be mounted under the seat.

Several Cleveland firms have made a motor truck chassis fit two purposes as shown in the two illustrations of the Standard three and one-half ton truck used by John F. Becker, who does a general freight transfer, moving and storage business. The van body on Mr. Becker's truck may be removed in the garage by lifting it off with a chain fall. Eyes are provided at the upper corners of the van for attaching the hooks of the chain fall. The van body is held in place by four screw bolts which may be quickly and easily loosened. The plat-



Van Body on John Becker's Standard Chassis.



John Becker's Standard Chassis Used as Conventional Slatted-Side Truck.

form of the truck is fitted with stake pockets along the sides, into which the slatted sides shown in the illustration may be set, making a conventional slatted-side body. The People's Transfer Co. is another concern using its motor truck in this manner.

"Prairie Schooner" Vans Are Common.

For moving household goods, what has been termed the "Prairie Schooner" type of moving van as shown in the illustration, is used. The sides are panel and the top is covered over with canvas which comes down to meet the panel sides, thus covering about one-fourth of each side. These vans are fitted with extra large tailgates which will carry a good-sized load. Nearly every horse van in Cleveland carries a board slung underneath which comes in handy in loading or unloading or serves as a backer to the load when it is on the vehicle if the tailboard is left down.

Motor vans and motor trucks are more common in Cleveland in the transfer and storage business than in Pittsburgh. The Lincoln Fireproof Storage Co. has fifteen motor vans. Of these six are four-ton Peerless cars, four are three-ton Peerless vehicles, four are two-ton Peerlesses and one is a one-ton Velie with an open body, used for special deliveries, pianos, etc., being a sort of general utility truck.

The four-ton Peerless cars, panel vans, will each hold over 1,000 cubic feet, the three-ton cars will hold 750 cubic feet and the two-tonners will carry 500 cubic feet. Other transfer and storage concerns in Cleveland have one or two motor trucks each. The Neal Fireproof Storage Co. has a Packard van of which the owners are very proud.

Has Six Motor Trucks.

D. F. Bevington, proprietor of the People's Transfer Co. has the largest fleet of motor trucks in the strictly transfer field, although Mr. Bevington can convert some of his trucks into moving vans if occasion demands. He has six trucks of which one is a three and one-half ton Standard, four are one and one-half ton Standards and one is a new Packard two-ton worm-drive vehicle with a removable van body. Another motor truck installation deserving of mention is that of A. J. Keyser who uses these vehicles in carting freight.

Two of Mr. Keyser's trucks are four-ton Packards, one is a four-ton Alco, one is a 3,000-pound Standard of Ohio and the fifth is a 5,000-pound Kelly.

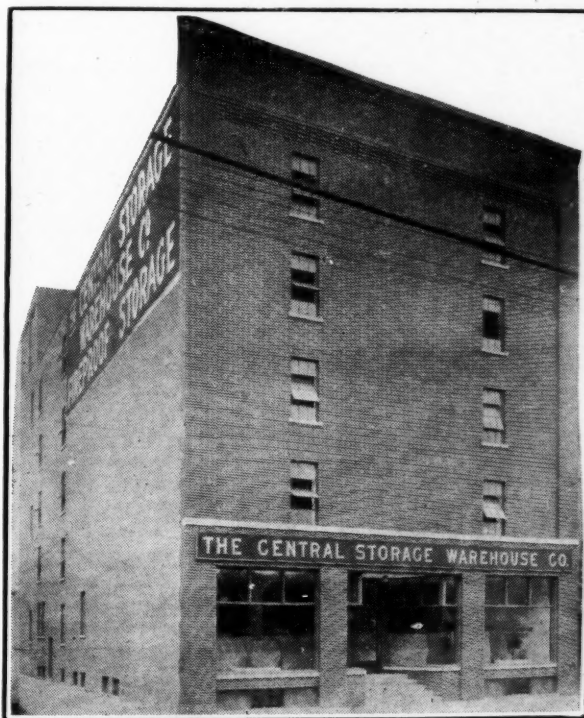
W. H. Fay Using Trailer.

W. H. Fay, of the W. H. Fay Co., former president of the National Team and Motor Truck Owners' Association has recently purchased a five-ton Peerless which Mr. Fay is using for hauling bar steel. At present, a wagon is being towed behind the truck, the load being carried on the wagon, but Mr. Fay has provided for a two-wheeled trailer of the reach-wagon type. A fifth wheel has been placed on the truck chassis, and the front end of the two-wheel trailer will swivel upon this. The trailer will be specially constructed for its purpose of hauling heavy weights. The wagon used at present is wracking itself to pieces under the hard usage.

With the six-wheeled vehicle Mr. Fay can haul twenty to twenty-five tons of steel, but the weight of material hauled over the streets of Cleveland is limited by city ordinance so that not more than ten or twelve tons will be hauled. The wagon used at present is carrying eight tons.

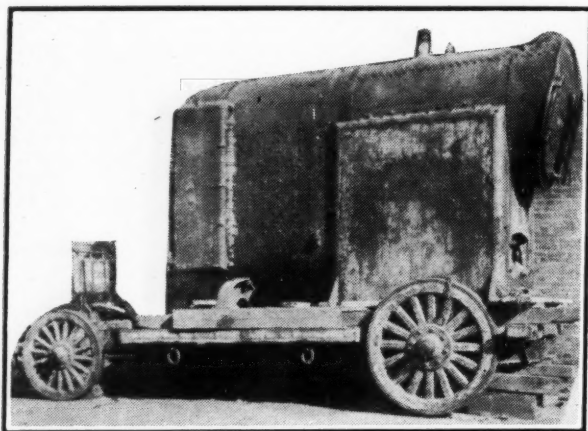
Cleveland transfer and storagemen seem well pleased with their motor trucks. The manager for one transfer company expressed a wish for about thirty trucks, saying that people who order motor truck haulage are usually willing to pay the price for it.

There are no very big stables in the transfer and storage business in Cleveland. The business of the city



New Fireproof Storage Building of the Central Storage Warehouse Co.

TRANSFER & STORAGE



Type of Heavy Haulage Wagon Used in Cleveland with Boiler on It.

seems to be pretty well divided up among a large number of concerns which average around forty to fifty head of horses each. There are a few companies operating sixty to eighty head, but no stables of one hundred head or over excepting that of the Cleveland Transfer Co., which practically has a monopoly of the baggage transfer and theatrical moving business in the city. This company has 160 head of horses and three former pleasure motor vehicles made into special delivery baggage cars. The Cleveland Transfer Co. has two stables, one at One Hundred and Fifth street and Euclid avenue and another at 1429 Oregon avenue. The latter building is fireproof and contains room for the storage of trunks. The Cleveland Transfer Co. is a member of the American Transfermen's Association.

Rates for Baggage Transfer.

The rates for baggage transfer are based on the zone system, the prices ranging from 35 cents to \$1.50 according to the distance. Where the \$1.50 rate applies the price is the same for one or two trunks, there being no extra charge for the second trunk as it is necessary to make the trip anyway.

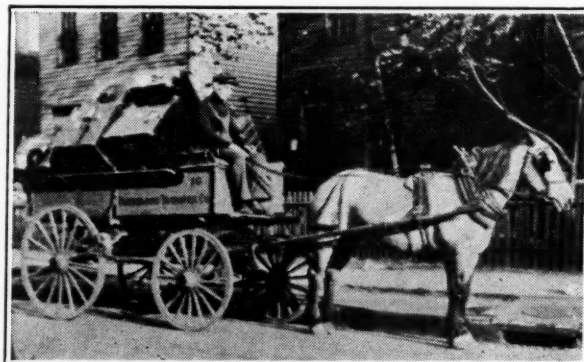
In the heavy haulage business the F. W. Zimmerman Co. deserves mention as does the W. H. Fay Co. All of this business is done by contract. The F. W. Zimmerman Co. moves a great amount of steel girders for buildings. The heaviest wagon used in Cleveland would not be over fifty tons capacity. The wagon shown in the illustration with the boiler on it belongs to the W. H. Fay Co. This vehicle has a capacity of

— tons and — horses are required to haul it when empty. The boiler shown weighs approximately — tons.

There are no goose-neck wagons, such as are used in Pittsburgh, in service in Cleveland. Most of the heavy wagons are built by the F. W. Zimmerman Co. which manufactures wagons as well as engaging in the transfer business. The bed of the wagon is low and is supported on a steel or heavy iron frame which comes to a point in front. An additional support is given this frame at the front, where an iron bar extends from under the seat, where it is fastened around a peg to the angle formed by the converging irons.

Six Firms Do Merchandise Storage.

There are six important merchandise storage companies in Cleveland of which the largest is probably the Cleveland Storage Co. This company has connections over its railroad siding with the Lake Shore, Big Four and Erie railroads direct. Its buildings, of which it has two adjoining, are non-fireproof, but of slow-burning mill construction with a sprinkler system. The company claims the best insurance rate in the merchandise storage field in Cleveland for its buildings, which contain about 250,000 square feet of floor space. A specialty is made of oil storage.



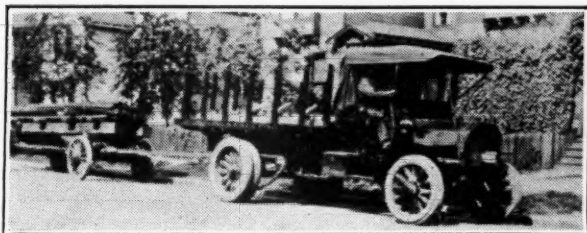
Type of Single Baggage Wagon Used in Cleveland by the Cleveland Transfer Co.

The second largest merchandise storage warehouse is that of the Broadway Storage Co., which has a fireproof building. This company has track connections. Neither of these two concerns does its own transferring.

The General Cartage & Storage Co. is about third in size in the merchandise storage field in Cleveland. This company, as the name implies, does its own cartage. It has track connections and engages in the household as well as the merchandise transfer and storage business. The Independent Cartage & Storage Co. and the Althoff Cartage & Storage Co. also do merchandise and household goods transfer and storage. A. J. Keyser does some merchandise storage business.



Kelly Truck Used by A. J. Keyser for Merchandise Cartage.



New Five-Ton Peerless, Owned by W. H. Fay, Towing Trailer with Steel Bars.

Practically all of the cold storage business in the city is done by the Quincy Market & Cold Storage Co.

In 1913, the freight movement through Cleveland amounted to 43,064,841 tons, of which 26,689,471 was forwarded by rail. The remainder went by water through the Great Lakes.

Many of the household goods van in Cleveland are fitted with Sewell cushion wheels in the rear. Cleveland warehouses state that these wheels greatly reduce the vibration of the truck and do away with much of the danger to loads.

New Warehouse for Pittsburgh.

Plans are now being made by Architect Walter Cohen, Oliver building, Pittsburgh, for a five-story and stone trim warehouse building 24x100 feet, to be built at 1139-41 Penn avenue, Pittsburgh, for Henry Cohen, Charleston, W. Va. The plans will be ready for bids soon. Specifications will include face brick, cut stone, galvanized iron cornice work, skylight, basement floors, reinforced concrete floor construction, wood store fronts, concrete foundations, composition roofing, etc. Separate bids will be taken later on heating, plumbing and elevator work. Estimated cost of work \$50,000.

Team Owners Discuss Compensation Law.

Largest in attendance of any meeting held in over 12 months was the record for the October meeting of the Allegheny County Team and Motor Truck Owners' Association, held in Pittsburgh on October 7. The drawing card was a speaker on the question of workmen's compensation, a Workmen's Compensation Act going into effect in Pennsylvania on January 1. Much interest was shown in the brief explanation of the workings of the law given by the speaker and when he had finished a lively discussion took place.

The speaker stated that there are four means of protection for the employer under the Pennsylvania act. One is for him to insure with the State Compensation Board provided by the act. Another is with a liability stock company and the third by insuring with a mutual company. The fourth means is one by which the employer does not have to pay any insurance fees, but he must satisfy the State Board that he or his company is financially able to meet all the liabilities in this respect.

Insurance with the state board is lower in rate than with the other independent companies. The rate in New Jersey is \$1.81 for warehousemen and \$1.26 for drivers per \$100 of payroll. The state board has a reserve fund made up by appropriation and by the insurance fees collected from the employers who insure under it. If this fund is exhausted, however, the liability reverts to the employer and is a lien against his property. The rate is made up on the payroll of the previous year.

The employer is required to give notice to the state board of acceptance of the act. He is also required to place his acceptance of the act in a conspicuous place where his employees may read it.

The act deprives the employer of his defense in court. Drunkenness on the part of the employee at the time of injury is, however, a defense against liability. The employer and employee are deprived of their right to make an agreement regarding compensation preceding employment. The constitutionality of this portion of the act has not yet been questioned.

The act provides for compensation of 50 per cent of the employees' salary, but not exceeding \$10 per week. For the first two weeks after the injury, the employer must pay the doctor's bill and the hospital bill, which are not to exceed \$25 per week. During this period he does not have to pay compensation. In case a surgical operation is necessary the employer may be held for doctor's and hospital bills up to \$75 for the first two weeks after the injury. In case of death the widow is to receive compensation for 10 years unless she marries again, at a maximum rate of \$10 per week, but not to exceed \$4,000 in all. Children under 16 years of age receive 25 per cent compensation to a maximum of 65 per cent.

Thirty states have compensation legislation in effect. In the states of Washington, Ohio and West Virginia the state boards control the insurance. The advantages of compensation laws are that they bring the employee and the employer closer together and avoid law suits, engineered by unscrupulous attorneys who urge the injured man to sue for unreasonable damages.

The question was asked why the rate for warehousemen should be higher than the rate for drivers when drivers are on the streets and are more likely to meet with accidents. The reason given was that the insurance company has a means of obtaining payment of damages in cases of this kind when the accident was caused by some other driver or person than the one injured by suing the employer of the driver or other person causing the act for the amount of compensation paid to the injured man. In such cases, the second employer has no comeback, but must stand the cost of his employee's negligence or what ever it is that causes the accident.

Another question raised was whether or not an employer could make an agreement with his employees whereby a certain percentage, equivalent to the per-

centage required for insurance could be deducted from the wages of the employees. It was shown that there is no legal reason why this thing cannot be done, but there are many reasons against it. In hiring new employees, it is true, they could be hired at whatever the wage would be with the percentage taken off, but in the case of reducing the wages of old employees, the association was not in favor of this as it would tend to cause labor trouble. The sentiment of the meeting seemed to be. "We have no labor union in Pittsburgh now. We certainly are lucky. But let's not do anything that will cause the men to organize. Let's pay them good wages and treat them like human beings and thus forestall any movement to organize."

It seems that the compensation insurance is another one of the many expenses and increasing expenses saddled onto the transfer and storage business within the last few years, whereas the producing end of the business has not changed in 20 years. The same prices prevail now for the same work as prevailed years ago. There is only one way to meet these increasing expenses of which the compensation insurance is one, that is by taking them out of the producing end and before any more can come out of the producing end, the producing end must be made capable of bearing it. Rates must be increased.

"Oh, Why Was I Born a Blonde?"

Not content with the tomahawk bearing Indian chief that formerly adorned the letter heads, vans and advertising literature of the Redman Van & Storage Co., of Salt Lake City, "Ben" F. Redman has started on a still hunt for a brighter hued decorative piece. In short, "Ben" is looking for a real re-headed Utah baby and is willing to pay for the privilege of looking upon at least one real copper-top, with affidavit as to genuineness attached. Mr. Redman stipulates at least one, but will be better pleased with twins or triplets. Beyond that he is unwilling to make any offers of \$5.00 (five is the price) per capita.

It is reported in Salt Lake City that the Redman vans will be seen on the streets after the present Utah Fashion Show with the staid old Indian chief relegated to the background and his place usurped by a laughing red-haired "pale face," Mr. Redman believing that this will be a greater aid to keeping things moving in Salt Lake City. As we meander to press, rather thoughtfully because someone in the Middle West (we are naming no names) has not paid his subscription, reports come raining in from the Excelsior Wrapper Co., and H. W. Selle Co., that they have inquiries for excelsior packing pads filled with red excelsior, for the Redman Van & Storage Co. The Louisville Pillow Co., too, writes that they are on a wild hunt

for real red hair to supply a demand somewhere, for Loupilco Furniture Pads with transparent covers and filled with real red hair.

Desired uniformity seems to be basis for all this. It is also said that Walter Reid of the Lincoln Safe Deposit Co., of New York City, has added "Ben" to his list of "efficient warehousemen" announced at Lake Harbor last June on the strength of a report that Mr. Redman has hired all red-haired van drivers and helpers, red-haired warehousemen and a red-haired stenographer. The red-haired night watchman does away with the necessity of lights at night, thus saving electric light bills, and the occasional visits of the warehousemen to the piano room keep that place to a uniform temperature making the heating apparatus of the building superfluous. It is the same with the office and other parts of the building.

These are only reports, it is true, but in a minute we are going to show you the foundation for all these reports, the foundation being undoubtedly true. Suffice it to say that if any of the warehousemen of the country wish to ship red-haired babies to Redman, let them use the packing system of the Suffolk Storage Warehouse Co., (particulars on application) at Boston, Mass. If any transfer or storage man has a red-haired driver or helper until now reckoned as too much of a good thing, let him send him to Redman, under the released rate, of course.

Now for the foundation: There is a Fashion Show on in Ogden, Utah, just at present and Judge A. G. Horn is Director General, Department of Babies at this show. The Judge announces that he has received from one Redman of Salt Lake City the following letter, in which said Redman deposes and says: My Dear Judge:

Impelled thereto by the same lofty impulses that have moved in previous years I hereby covenant, promise and agree as follows:

I will give to the reddest-headed baby entering in the Fashion Show this year, the sum of five dollars in good red gold. I will double this for twin-red-heads, and will treble it for triplets, and ——— then I pause. It is understood and agreed that when I say "red headed, I mean real, genuine, honest, to-goodness red hair," as I have not patience with these unconvincing near-red-heads which masquerade variously as "Auburn," "Bronze," "Titian," and the like; and I do not wish to give them the endorsement and encouragement so cheerfully and lavishly given by me to sure enough red heads.

With the sincere hope that this year's crop of red-heads is larger and redder than ever, and that this year's Fashion Show also will establish a new record, I am.

Respectfully yours,

B. F. REDMAN.

The 80 Per Cent Clause in Fire Insurance

I have received the following letter from a Pennsylvania reader. It raises a somewhat new question highly important to every man who carries fire insurance:

"Will you kindly explain what the true meaning is of the clause in a fire insurance policy that's known as the 80 per cent clause? We are now arguing with our insurance company over it, without result as yet. I understood all fire insurance policies contain this clause, but it seems that few know it, as several men who carry insurance on their own stock and buildings, and who I have asked to explain it to me, say they never heard of it. The local agent did not seem to understand what it meant until he had written on to the company.

About a month ago we had a fire and the actual loss on building and stock was \$4,000. The actual value of building and stock is about \$14,000, and we carried \$7,000 insurance. I find all our policies contain the 80 per cent clause, and I was under the impression that it meant that we could not get more than 80 per cent of the loss, in case of fire, but it seems the company contends we do not get even that much. The agent attempts to explain it on some ground of proportion, but I will not attempt to give you his explanation, for I do not understand it. Please let me know just where I stand under this clause."

I have received several letters from time to time about this 80 per cent clause, but have not attempted much in the way of an answer, because insurance is very technical, and this hardly seemed like a question of law. The queries persist, however, and as there really is a legal question involved, I have now gone into the matter and think I can explain it so that every one can understand. Let me say that I have never investigated a question in which there seemed to be so much ignorance and diversity of opinion as there is in this case. Even some insurance agents frankly express doubt as to what the clause means and the majority of insured persons don't even know the thing exists. Whether it is so intended or not, the 80 per cent clause is one of the biggest jokers in an insurance policy.

Following is the form in which the 80 per cent clause usually appears in fire insurance policies:

"Reduced Rate Average Clause—In consideration of the reduced rate at which this policy is written, it is expressly stipulated and made a condition of this contract that this company shall be liable for no greater proportion of any loss than the amount hereby insured bears to 80 per cent of the actual cash value of the property described herein, at the time when such loss shall happen."

Not easy to grasp at first glance, but when analyzed it is clear enough. The object is to get you to carry at least 80 per cent as much insurance as the property is worth—the companies admit that. If you do not carry

80 per cent then the company's liability drops below 100 per cent of the loss in case of fire.

Let me illustrate that. You have a stock worth \$5,000 and the policy of insurance which you carry on it contains the 80 per cent clause. Under this, to protect yourself, you should carry at least \$4,000 insurance. If you do that, you can collect for the full loss, provided of course it is not more than \$4,000.

But suppose you carry only \$3,000 insurance. You have a fire and the loss is \$3,000. Instead of collecting \$3,000, which you could have done had you carried \$4,000, you will collect only \$2,250, for this reason: The clause says that if you do not carry 80 per cent of insurance, the company shall be liable only for the proportion of the loss that the amount of your insurance bears to 80 per cent of the full value of the property. If the amount of your insurance is only half of 80 per cent of the full value of the property, then the company will only be liable for one-half the loss. To go on with the above illustration, the \$3,000 which you carried is three-fourths of \$4,000 which is 80 per cent of the full value of the stock. Therefore the company will pay three-fourths the loss, or \$2,250.

Suppose your stock again to be worth \$5,000, and you carry only \$2,500 insurance—50 per cent instead of 80 per cent of the total value. If the loss is \$3,000, you will collect \$1,500, just 50 per cent.

I have known men who had stock up to \$10,000, but who carried as little insurance as \$2,000 or \$3,000, on the principle that nowadays few fires are total losses, and probably a small sum would be sufficient to pay the expenses of a fire and do whatever replenishing is necessary. If the policies of such insurance as this contain the 80 per cent clause, the holders may find themselves very badly off indeed. Say their stock is worth \$10,000. They should carry 80 per cent, or \$8,000. They actually carry \$2,000. They have a fire and the loss, as they figured, is only \$2,000. If they had known what they were about, the plan would have worked out all right, but their policy contained the 80 per cent clause, and they did not know it. Therefore their case will figure out like this: Their \$2,000 insurance is only one-fourth of the 80 per cent, therefore the company's liability is limited to one-fourth the loss, or \$500.

There is no use suing an insurance company on any other theory of the 80 per cent clause, for this is assuredly the correct one, and your suit will never get anywhere.

(Copyright, July, 1915, by Elton J. Buckley.)

Did you know that in England, a certain type of moving van is called a "pantechnicon"? We didn't and we don't know yet what it looks like or how big it is.

Would Extend Bonded Warehouse System.

An interesting contribution to the discussion of free ports was made by the Hon. Calvin Tomkins, former Dock Commissioner of New York City, in an address at the fourth annual convention of the American Association of Port Authorities at Los Angeles.

Mr. Tomkins suggested that most of the advantages which flow from free ports might be obtained by an extension of the bonded warehouse system. He said:

"There has been much discussion at New York City and elsewhere about free ports. The technical term 'free port' signifies part of a port set off by a customs cordon, into and from which commodities may be imported and exported duty free; and within which raw materials may be manufactured into more highly finished products, thus avoiding the commercial and industrial disadvantages of the customs barrier—unless shipped into the back country, in which case the duties are paid.

"The best example of a free port is to be found at Hamburg, where it exists by sufferance of Prussia as a unique survival of the privileges of the ancient free city of Hamburg. I know of no other free port which amounts to anything more than the name, except, perhaps the one located at Hong Kong. The efficiency of the free port at Hamburg is greatly hampered by the burdensome restrictions imposed upon it by the jealousy of the Prussian government, which reluctantly consented to its continuance at the time the old city was incorporated into the Empire.

William Joshua Barney, C. E., has recently prepared for the Merchants' Association of New York City a very excellent and complete physical plan for a free port at that city and the merchants' association has clearly set forth the great local and national advantages which would result from its establishment. In my judgment it is not likely that the creation of free ports will be sanctioned by the Federal government, since free ports and free trade are synonymous terms and one is as difficult of attainment as the other.

"Whenever a free port is suggested for one landing place, it will be demanded at other places. Boston and Baltimore have already made their demands and other seaports will, of course, insist on being accorded like opportunities. The interior manufacturing cities of the country, which are already beginning to note the natural tendency of industries to migrate to manufacturing seaports, will not readily acquiesce in a policy which shall grant seaboard communities the added benefits of free ports.

"I believe the advantages sought by the establishment of free ports can be more readily attained in another way. A free port is in effect an enlarged bonded warehouse district, and it will be found easier to expand bonded warehouse usages than to attempt the establishment of free ports requiring new and complicated legislation. Freedom to import and export materials for manufacture, duty free, can be secured by locating bond-

ed warehouses or factories along the line of the public terminal marginal railroad, which should be an integral part of every properly organized seaport. Interior cities can also avail of this privilege by utilizing the through bill of lading in bond. Every bonded factory district of this description will constitute an oasis of commercial freedom in the great American desert of protectionism, and this brings me to the consideration of free ports in the larger sense of the term.—From "Greater New York," of the New York Merchants' Association.

Labor Trouble Stirs Cleveland.

According to newspaper reports from Cleveland, Adam Hoffman, a stockholder and director of the Wahl Moving & Transfer Co. of that city, has filed a petition in the Cuyahoga County Court asking for a receiver for the Wahl Moving Co. and entering suit against the Wahl company, the International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers of America and one hundred and one transfer and storage companies in Cleveland, including all the members of the Cleveland Cartage Club.

In this petition it is alleged that a member of the Cartage Club and members of the labor union demanded \$400 from William Hatchel, general manager for the Wahl Moving Co. as an assessment levied by the union. It is said that the first demand on Mr. Hatchel was for \$200, to which he agreed and tendered a check for the amount. Later, it is reported, the check was returned and the demand raised to \$400. Hatchel, his attorney states, refused this demand. The employees of the Wahl company struck on August 19, soon after this alleged transaction.

The original suit also asked dissolution of the union and of the Cleveland Cartage Club on the ground that they are unlawful organizations, and sought to enjoin all Cleveland cartage, moving and storage concerns from contributing to the support of either body. Mr. Hoffman's request for a receiver for the Wahl company was denied, the Wahl company being found financially solvent in every way.

R. M. Andrews, of the Andrews Cartage Co., and the Andrews Fireproof Storage Co., is president of the Cleveland Cartage Club. It is not known when the case will come up, but it is one that will be watched with interest by transfer and storagemen everywhere.

Lights on Vehicles.

Nearly every state in the country has passed legislation requiring lights on all vehicles at night. As this legislation affects the transfer and storageman, cities being included, a lot of trouble is anticipated. Sensible legislation in this regard should require lights only where street lights are more than 500 feet apart.

The Story of Five Acres and a Horse

In view of what we are about to say, we feel that a reiteration of the creed of TRANSFER & STORAGE in regard to the question of the motor truck versus the horse is necessary, especially since TRANSFER & STORAGE has gained over 1,000 new readers since the last statement of principles was made.

In the July and August numbers of TRANSFER & STORAGE there was published a paper by M. C. Horine, associate editor of "The Commercial Vehicle," a motor truck publication. Mr. Horine read this paper before the last annual meeting of the National Team & Motor Truck Owners' Association at Springfield, Mass., and at that time there were exceptions taken to some of the figures given in Mr. Horine's paper.

As official publication of the National Team & Motor Truck Owners' Association, TRANSFER & STORAGE had until recently been known as "The Team Owners' Review." People outside the transfer and storage industry did not realize that the name "team owner" was intended to signify the class of men who have been known as "teamsters," "transfermen," "draymen," "truckmen" and the like in different sections of the country. Consequently, from their viewpoint, "The Team Owners' Review" was a "horse" paper. Such is not the case and never has been the case. TRANSFER & STORAGE and "The Team Owners' Review," one and the same paper, has always been a publication devoted to the interests of the transfer and storagemen of the country, including under "transfer" the firms and individuals engaged in the transfer, cartage, trucking, draying and hauling businesses. In addition to these firms, TRANSFER & STORAGE and "The Team Owners' Review" have always sought to interest the household and merchandise warehousemen of the country.

Nearly 2 years ago, while still "The Team Owners' Review," we published a statement setting forth our belief in regard to the motor truck in the transfer and storage field, a belief that is held by the majority of our readers. Briefly, this is as follows: We believe that there are many instances in which motor transportation cannot be economically and successfully applied as yet. We believe that an altogether different type of vehicle than any on the market to-day must be developed before the horse can be entirely eliminated. We do not believe that the elimination of the horse will be a fact in this generation or the next—we are somewhat doubtful that such a thing will ever come to pass. We believe in being just in every case. Where the horse will work to best advantage, let us have the horse. Where the motor truck will supersede the horse and do the work better and at a profit, let the motor truck have the job. We are altogether neutral in regard to the question "the motor truck versus the horse."

It is our sense of justice toward the horse and toward

the motor truck that calls forth this reply to another paper. Some of the figures in Mr. Horine's paper have been criticised by the editor of "The Horseshoers' Journal." Having published Mr. Horine's paper and believing that an explanation of the figures given in it will be welcomed by all who read his paper, we submit the following:

The editor of "The Horseshoers' Journal" takes exception to Mr. Horine's statement that it will require 5 acres of land to raise feed for one horse per year. These are government statistics and may be had upon application to the Bureau of Animal Industry at Washington, Department of Agriculture. "The Horseshoers' Journal" has the following to say regarding this:

"The average horse working in cities, draft horses particularly, consume about four quarts of oats to a meal, or 136 bushels for the entire year. Thirty bushels of oats is a moderate yield for an acre of land, but taking this quantity, five acres would produce 150 bushels of oats. At 40 cents per bushel, the cost of oats for a single horse during the year is, therefore, about \$55. A ton of hay that costs \$20 will keep a single horse of the larger kind, about three months or four tons per year. The average yield of hay per acre is about one and one-half tons, according to the season, dry or moist, so that five acres of land bear seven and one-half tons of hay.

"Between hay and oats, the two principal commodities of the horse, there is a vast difference in the figures presented herein and those used by Mr. Horine.

"But here is the point that we are driving at: the argument of the commercial man is to the effect that 25,000,000 head of horses and mules are daily eating hay and oats to the value of \$210 per head or, in other words, that each animal is consuming 150 bushels of oats and seven and one-half tons of hay during each twelve months.

"Think of farmers feeding hay and oats all year round to horses that can be better taken care of on pasture land or running in the barn yard attached to their own barns."

In the first place, is there much difference between 136 bushels and 150 bushels of oats? In the second place, since when have oats been at 40 cents?

Five acres of land may produce 150 bushels of oats or more, but the government official who got up these figures evidently did not estimate that the entire five acres of land would be devoted to the raising of oats. Some of that five acres would be devoted to the raising of hay, straw and other things necessary to the welfare of the horse. In fact, studying the figures given by "The Horseshoers' Journal," one is almost tempted to believe that five acres is altogether too small a space for one horse to live on for one year.

In fact, "The Horseshoers' Journal" thinks that Mr. Horine should have said ten acres of land instead of

five, for the "Journal" figures ten acres in estimating the number of acres for oats and the number for hay. The total as the "Journal" gives it is ten acres.

We are not particularly interested in the question of horses on farms and outside of cities, but for the sake of argument, take the "Journal's" last paragraph as quoted above. There are very few barnyards in which a horse can find anything to eat, and if he is turned to pasture, the pasture space would have to be several acres in size to give him room to run in. Taken all in all, five acres for every horse used in the cities is a fair estimate, very fair, perhaps too conservative. The horse used in the country which is pastured more frequently may require more than five acres when pasture land and all is considered.

Another statement in Mr. Horine's paper that has not been favorably received by some of the transfermen is that a horse consumes 10 pounds of food for every hour that he works. In regard to this it may be stated that Mr. Horine's notion of a horse's working time and the idea that some of his readers held of the same thing, differed.

Mr. Horine's estimate was based on his belief that a horse is working only when he is moving. The team owners' belief was that a horse is working every hour that he is on the street from the time he leaves the barn in the morning to the time he returns at night, no matter whether he is resting, waiting at a freight station or whether he is actually moving, engaged in transporting goods from one point to another or going after a load. Mr. Horine considered the horse as being limited to 15 miles per day and his day limited accordingly. That is, at 3 miles per hour, he could be actually working only 5 hours per day, etc.

Mr. Horine's paper was the most conservative ever turned out by a motor truck man. In one place in his address he advised his listeners who are handicapped by long delays at freight terminals and short hauls, to refrain from purchasing motor trucks until conditions have improved.

Commission Denies Permit for Chicago Warehouse.

The Public Utilities Commission of Illinois has denied to Arthur B. Compton, a permit to erect a storage warehouse at Farwell and Glenwood avenues, Rogers Park, Chicago. Mr. Compton, who is known to association members as the engaging soubrette of the late "Van Load of Fun" company which made such a hit at Lake Harbor, Mich., last June, was head of the company asking the warehouse permit.

Mr. Compton had been connected with Werner Brothers Storage Co., of Chicago up until recently, when he assumed a position with Moores & Dunford, the Chicago warehouse architects. Mr. Compton resigned this position on July 1, to perfect plans for his entry into the warehouse business. Plans were drawn

for the building, the company organized and incorporated and the stock all subscribed for.

Application was made for a certificate from the Public Utilities Commission and a hearing was held. The Commission refused the permit on the ground that the proposed warehouse building was not a convenience and not a necessity. The warehouse company's side of the case was very ably presented by Andrew Rutledge of Brady & Rutledge, Chicago attorneys.

Numerous warehousemen, residents and real estate experts attended the hearing and testified on behalf of the warehouse company, whereas only a few of the owners of adjoining property and of property in the vicinity, took the opposing side. Only one warehouse company offered any objection, this being on the ground that its large warehouse building was only partly filled and that the erection of the new building would have a tendency to hurt its business. It was shown that this protesting warehouse company's building is over two-thirds filled and is distant over three miles from the point at which it was intended to erect the new warehouse building.

"The testimony of the opposition was very flimsy" writes Mr. Compton to the editor of TRANSFER & STORAGE, "One party claiming that such a tall building would spoil the sky line, and he quoted from a book written about Berlin by a man in Houston, Tex."

"Another stated it would keep the lake breeze from reaching them and would shut off their light. Their brief could have been better made up by a school-boy, but in spite of everything the verdict was against us as it seemed to satisfy the politicians that hovered in and out all during the case, so there it rests."

Mr. Compton has moved to Cleveland with his family and is associated with the Lincoln Fireproof Storage Co., of that city.

Musty Oats Kill Horses.

The Lancaster (Pa.) New Era of September 13 contained the following:

"Five horses belonging to Abram Homsher, a farmer of Bart township, were taken sick on Friday and in a very short time were in such serious condition that he sent for two veterinary surgeons to examine and treat them. Both veterinarians pronounced the disease with which the horses were suffering to be cerebrospinal meningitis. Cases of this kind among horses and cattle are extremely rare and the surgeons declared it as the opinion that the horses contracted the disease through being fed with musty oats. The disease developed so rapidly that two of the horses died on Sunday and the other three are in a dangerous condition. If the horses were sickened by musty oats, it creates a serious situation for the farmers of this county, for, owing to the weather conditions under which the crop was harvested and those which have prevailed since,

there is likely to be a considerable amount of must in the oats, the use of which might be dangerous to the horses and cattle of the county generally." — From "Flour & Feed."

Transfer & Storage Items From the British Isles

In driving accident cases, a question which has recently received prominent attention in the courts here is the reciprocal duties of crossing vehicles. From the opinions given the following general rule may be gathered, though it is a rule liable to be displaced by special circumstances. The vehicles on each road must approach the crossing with caution and take all reasonable care for the safety of traffic on the other, and while it might be going too far to lay down that this duty lies in a higher degree on the one vehicle than on the other, yet there is a real and very definite distinction in the matter of right. The vehicle on the main road is in possession, while the vehicle coming on to it from the side road is in the position of one who must wait his opportunity to cut in without displacing those already in possession. Accordingly if two vehicles approach the crossing together and one or the other must give way to avoid collision, the right to proceed is with the vehicle on the main road. If the driver on the main road has approached the crossing with proper caution and given reasonable opportunity to any driver on the side road to be aware of his approach, he is then entitled to proceed to take possession in the belief that this other driver can and will protect himself from a known danger.

The war has been the occasion of an agitation by motor manufacturers particularly manufacturers of the commercial type of vehicle to secure special consideration from the government owing to their inability to meet foreign competition in the sphere of normal trade so long as their energies are concentrated on war work. While the hands of the British motor manufacturers are tied, American firms, some of them never heard of here before the war, are doing a considerable business in private and commercial cars. They are seriously alarmed at finding themselves steadily losing way while engaged in national work, which admittedly has proved of inestimable value to the country. A temporary import duty or something in the nature of limited prohibition of imports is advocated as a remedial measure; and a point is made of the anti-national effect of transferring gold abroad to pay for purchases.

We have frequently referred in general terms to the high prices which the war has brought about in feeding stuffs. Our readers may wish definite particulars, and we accordingly give a note of purchases made this month by a large English municipality: Twenty tons

of bran at \$32.34 a ton; twenty-five tons of English meadow hay at \$24.25 a ton; twenty-five tons of lucern or sainfoin mixture at \$25.45 a ton; one ton of wheat straw at \$15.75 per ton; 150 quarters of maize at \$8.88 a quarter (480 pounds); fifty quarters maize at \$7.32 a quarter; eighty quarters maize at \$7.44 a quarter, and ninety-five quarters maize at \$7.38 a quarter. Comparisons with American prices we leave to our readers themselves to make.

Forecasts as to what the condition of industry will likely be at the termination of the war are frequently made just now by writers on economics. The value of such amateur prophesying is probably small; but, for what it is worth, we give an estimate we have seen made as to the position of the carrying trade at the end of the war. The maker of it had certainly the advantage of large practical experience of the trade. His forecast is the reverse of cheerful. He pointed out the importance of all firms securing if possible long term contracts, giving as reasons for his views in this direction, that at the close of the war a large number of horses and motor vehicles would no doubt be put upon the market by the war office and admiralty and in the usual course of events he thought that owing to the old laws of supply and demand they would no doubt be disposed of for cheap prices, which would enable a lot of small owners to purchase them and create an entirely new form of competition, the result being that those firms and individuals who had short running contracts at reasonable rates would no doubt be turned down for cheaper ones, or else they would be bound to take much cheaper rates in order to hold their business together. The firms that had kept going through the difficult times, and who had to make expensive war price purchases to enable them to do so, would therefore be very hard hit by this new competition as the new firms having bought their equipment cheaply would not have to consider the important point of depreciation to anything like the extent that those traders would have to do, who had made their necessary purchases through these most difficult times.

DONALD MACKAY.

190 West George Street, Glasgow, Scotland, August, 1915.

Some Warehouse Statistics.

The following interesting and valuable figures were presented before the last annual meeting of the New York Furniture Warehousemen's Association by C. A. Aspinwall, of Washington, D. C., vice president of the Security Storage Co. of Washington and also of the Security Storage & Trust Co. of Norfolk, Va.:

IN the endeavor to decide what size of van was best suited to the storage business, and also the size of rooms likely to be most in demand, a record of 3,986 lots hauled to or from the warehouse was made. This tabulation excluded lots charged for by the piece, as trunks, etc. The results were as follows:

1,589 or 40 % consisted of from $\frac{1}{4}$ to $\frac{1}{2}$ van load.
778 or 19½% consisted of from $\frac{1}{2}$ to 1 van load.

524 or 13½ %	consisted of	1	van load.
272 or 7 %	consisted of from	1 to 1½	van load.
169 or 4.2 %	consisted of from	1½ to 2	van load.
211 or 5.3 %	consisted of	2	van load.
443 or 11 %	consisted of	over 2	van load.

You will note that 73 per cent of the lots hauled to and from the warehouse were one van load or less. The vans used are of approximately 460 cubic feet capacity. When you are considering ordering new vans, horse or motor, a careful study of these figures or similar ones taken from your own records, might be of considerable importance.

We have found that it costs about 1½ cents per pound to crate furniture for shipment (\$0.0154), the weight being taken after packing; about 2 cents per pound to pack china, and ¾ cents per pound for books. When a customer of a distant warehouse complains of the excessive cost of packing charged by your correspondent, it might be possible to allay his wrath by comparing his bill of lading weight with such average figures as these—provided they are correct. Perhaps they might be useful to the managing officer in checking his foreman or clerks who make up packing charges.

The average weight of boxed household goods is something like 12.7 pounds per cubic foot, and for unpacked furniture, approximately 7.7 pounds per cubic foot.

We have found that on packing work done at our packing room, the ratio of labor to material is 76 to 100, whereas on work done at houses, the ratio is 86 to 100.

The labor cost in crating furniture at warehouse, from an average of several hundred single pieces, is 31 per cent of the material cost, and in padding furniture the labor cost is 49 per cent of material cost, and in china, 64 per cent.

These ratios, it should be remembered, are averages from single pieces and not jobs or periods.

Taking it for a period of years, the material sold and packing labor sold, are nearly the same; but this, of course, includes much packing labor in unpacking, and packing labor used where the owner furnishes all or part of the material.

It is, however, an interesting index of the efficiency of your packing labor to see how much material is sold (i. e., used) by each dollar of your packer's labor. We have seen this grow from 90 cents in 1908 to \$1.13 in 1914.

White pine lumber such as many of us are using for packing varies in weight per square foot from 1 pound 5½ ounces to 1 pound 14 ounces. Does any one know what a square foot of cypress, yellow pine or red gum weighs?

In experimenting with chests for use in packing china, we found that it cost at regular prices (not charging for going or returning time) \$5.19 to pack three barrels of china. We packed the same china in two chests measuring 11 cubic feet, weighing 51 pounds

each, and the cost was \$4.34. The chests cost us about \$5 each to make.

As a business grows and the clerical force increases, the executive officer sometimes questions whether there is as much effective work being done by his large force of clerks as was the case when there were but one or two; whether the increase of business demands and justifies the increased clerical expense. One way to satisfy his doubts on this question is to take the proportion of gross profits expended on clerical salaries through a period of years. If the proportion has materially increased, there may be two explanations, either increased processes of recording, checking and accounting, which are of value to the customer or the management; or decreased efficiency in his clerical force.

The question was asked at a recent meeting of warehousemen what percentage of gross storage rentals is a reasonable net profit? It is an interesting question and might be extended to include other departments of the storage business, such as hauling, packing and the like.

I wonder how many warehousemen could tell what their own net profits are from their various departments.

Twenty per cent of gross storage revenues is a very handsome net profit, and if there are any warehousemen making more than 10 per cent net on packing, I should very much like to hear from them with figures. Ten per cent would also be a very satisfactory net profit on hauling to most warehousemen; and there are doubtless very many who are losing money on hauling, perhaps without knowing it.

Educating the Public.

We prefer the friendship and good will of the railroad men to their enmity and scorn, but dare say the feeling is not mutual in all cases as the following episode will show.

A warehouseman had a customer whose goods were in storage and who desired to have them shipped by freight l. c. l. to Asbury Park, N. J. There was absolutely nothing packed; dressers, mirrors, pictures, beds, chairs, china closet, trunks and an extraordinary amount of small articles just as they came from the house. Before ordering shipment the owner went to the railroad freight office to get information and was told to "just send the thing down as they are, we'll take care of them." When the warehouseman heard this he immediately ridiculed the idea saying with a fine show of superior knowledge of shipping affairs, "why madam you must be mistaken; no railroad will accept your furniture in its present condition. The glass and fragile articles, and trunks will have to be crated and some wrapping at least put on chairs and other polished pieces." But the lady refused to be convinced saying she had great confidence in the railroad clerk and felt sure he would see that her things were delivered safely in Asbury Park.

The warehouseman decided it was useless to try to persuade the lady to have the necessary articles packed as he did not wish to convey the impression that he was trying to force the packing, so advised her to return to the freight office, explain the condition of the furniture in detail and she would soon find that he was telling the truth. She returned in due time with the surprising information that the storage man did not know what he was talking about "and what's more if he doesn't want to deliver your goods here, get someone else." Now isn't that an excellent way to educate the public that household goods should be properly packed for shipment.

Education in Packing.

"It is disclosed by the Interstate Commerce Commission that the railroads of this country are now paying out more than \$30,000,000 a year for damages to goods in transit, largely because of faulty containers, and this item of loss has increased 337 per cent in the past 15 years, while freight revenues in the same period have grown only 109 per cent. There is certainly need for a campaign of education of shippers in this respect, and the forestry service of the government has taken it in hand with a series of experiments for testing the strength of containers, with the idea of developing standard types and saving millions of dollars to both carriers and shippers.

"The National Association of Box Manufacturers, which has been conducting an investigation of its own, has reached the conclusion that the principal cause of the trouble is faulty nailing, and has issued an illustrated pamphlet showing graphically the 'wrong way' and the 'right way' to nail packing cases. Among the rules emphasized are that nails should not be further apart than two inches; that however narrow a strip is, it should contain at least two nails at each nailing edge, and that, except for hardwood boxes, cement-coated nails should be used.—Newark Star.

In fixing railroad rates the element of damage is without doubt an important factor. Better packing would surely mean less damage, which eventually may influence a reduced freight rate. With less freight to

pay the shipper could afford to spend more on his packing, thus reducing materially the possibilities of damage.—From "The Tailboard Load."

Dayton Work Horse Parade.

Dayton's annual work horse parade was held this year on September 29, there being between 300 and 400 horses in line. The parade attracted a good deal of attention, thousands lining the streets through which the horses passed. The weather was ideal.

In choosing prize winners, the judges, acting under instructions from Mrs. Mary L. Gaddis, chief promoter of the parade, allowed 25 per cent for ease and fit of harness, 15 per cent hitching and 65 per cent general condition. The care or appearance of vehicles did not count in the allotment of prize honors, neither did the matching of horses in the double events. Horses with docked tails were barred entirely and attention was given to side-checks and overdraws, the aim being to encourage the most humane treatment of horses by favoring in the prize awards, those drivers and owners that had their entries harnessed most comfortably.

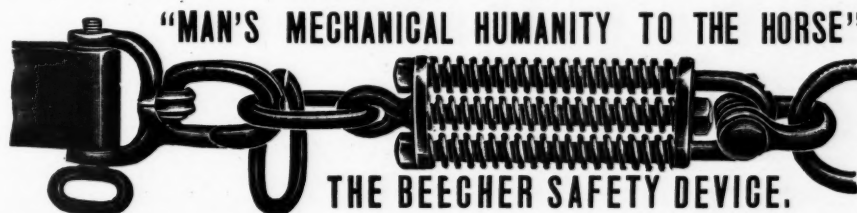
First prize in the old horse class was taken by "Pete," the oldest horse in Dayton, a colt of 33 summers, owned by J. P. Keogh and driven by John Mackenzie. First prize in Division 6, single horses, transfer and trucking class was taken by Ora Hussong who drove his own wagon. W. C. Morton was owner and driver of the horse taking second in this class. Peter Lair, driver for the Villie-Markey Transfer Co. was awarded third prize. In the two-horse transfer and trucking division first prize went to the Villie-Markey Transfer Co., Frank McBarron holding the reins. Second prize was also taken by the Villie-Markey company, the driver being C. J. Sherlock. Third prize went to the Fred Spuhler Transfer Co., for which Arthur McCandless was driving.

In the moving van class, first prize was awarded to the Dayton Transfer & Storage Co., for which Clem Pfaff was the driver. Second prize went to J. W. Saylor, owner and driver. Third prize was taken by Charles L. McAdoo, for whom Edward Lee drove.

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Manufacturers of Open Link, Rope Traces, and Lap Loop



Do your customers ever object to the packing charges you submit?

Is it their fault that they do not realize the necessity of careful packing and the cost of good packing.

When you read Grant Wayne's article on "Packing Household Goods for Storage and Shipment" in our August issue, did it occur to you that if your patrons would read that article, they would appreciate the difference between good and bad packing?

Educate your patrons up to a high standard of packing household goods and your revenue will increase in proportion to the decrease in the number of complaints received.

In response to a demand from some of our readers, we are arranging to furnish this paper in pamphlet form for those warehousemen who wish to distribute it among their patrons. In lots of 1,000 or more your advertisement will be printed on the cover. A good quality of paper will be used and all the illustrations will be included.

As the price for this work will depend upon the number of orders received, please let us know how many you will be able to use—with the understanding, of course, that the price will be satisfactory.

Write us at once, as we wish to print all these pamphlets at one time.

Transfer & Storage

Westinghouse Building
Pittsburgh, Pa.



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there is an especial advantage in using "Capewell" nails. They have half again the tensile strength of any other nails. Consequently, they hold best under the constant twists and pulls and jars which fall to the lot of a horse nail. Best nail in the world at a fair price—not the cheapest regardless of quality.

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Hartford, Conn., U. S. A.

The World's Leading Horse Nail Manufacturers.

Statement of the Ownership, Management, Circulation, Etc.

of TRANSFER & STORAGE, published monthly at Pittsburgh, Pa., for October, 1915, required by the Act of August 24, 1912.

NOTE:—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the postoffice.

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Postoffice Address—Pittsburgh, Pa.

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Average number of copies of each issue of this publication sold or distributed through the mails or otherwise, to paid subscribers during the six months preceding the date of this statement. (This information is required from daily newspapers only.)

THE CONSOLIDATED PUBLISHING CO.,

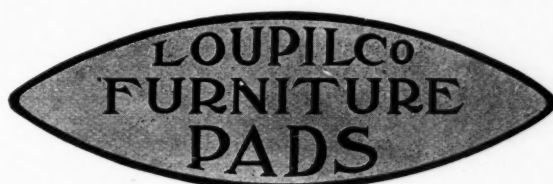
W. D. Leet, Business Manager.

Sworn to and subscribed before me this 30th day of September, 1915.

[SEAL] WILLIAM I. KING, Notary Public...
(My commission expires February 21, 1919.)

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Insure yourself against losses and kicks by adopting



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Loupilco Pads Insure Perfect Protection Against Scratches and Breakage

They are covered with heavy Drill, green or khaki color, filled with cotton and felted into one uniform batt, stitched so perfectly that there is no possibility of filling to separate.

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Victrola Padded Covers...\$2.50

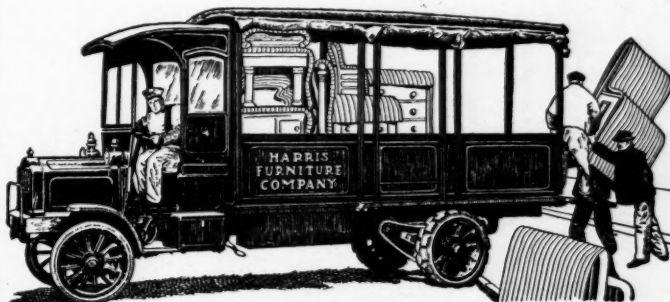
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ANNOUNCING THE TRANSFER & STORAGE DIRECTORY

DURING the past few years there has been a growing demand for a complete Directory of the firms and individuals in the United States and Canada engaged in the Transfer and Storage industry. We anticipated this demand some years ago and have been systematically collecting from every city and town the names of these firms for the purpose of publishing such a Directory, as soon as the list seemed complete. We are glad to announce in this issue that the actual work of securing the necessary information to be published in connection with this list of names has begun. We are confident that we have the most complete list of names in this field.

UNLIKE the demands in most fields for a Directory, the first demand came from within the field. The transfer and storage firms themselves considered such a Directory necessary to guide them in their inter-city shipments and in addition to this demand, our big manufacturers want such a list in order to secure efficient distribution of their products. It will be very important therefore that each man in the industry send us complete information regarding his equipment and the kind of work handled.

THIS Directory will in no way be limited to the membership of any organizations. Transfer and storage firms or individuals who send us information regarding their equipment will be listed and if you are a member of any trade organization, that information will also be given. The Directory is to be more than a mere list of names. After each name will be published the equipment and facilities of the firm and other useful information to the shipper. This is a big undertaking and needs your co-operation to make it a success. We trust that you will appreciate the full importance of having your own listing in this Directory complete. If your listing is not complete and the listing of your brother warehouseman is complete, your brother warehouseman has a better chance of getting the shipment. It will take only a minute to fill out the blank on the opposite page and mail it to us. This will insure your listing in the Directory without any charge whatever for the listing.

YOU will realize of course, that it is necessary for us to give each transfer and storage firm a limited space in this Directory. The information requested on the blank opposite will be listed in a space four inches wide and one inch deep, in a small but legible type. The size of the type page will be 4 inches by 6½ inches. If you desire to have your listing made in a larger type and to include additional information regarding your facilities we shall be glad to give you the use of an entire page for \$25.00. Smaller spaces will be sold at a flat rate of \$5.00 per inch. This rate applies only to firms actually in the transfer and storage field. It is just one-half the price that we are charging advertisers not in the industry.

WE believe that we deserve your support in undertaking the publishing of this Directory. We want to make the Directory not only complete, but expect to make the quality of the very highest. It will be printed on a good quality of paper, will contain approximately 500 pages of useful information, will be bound with a cloth binding and will sell for \$3.00 per copy. Those who purchase additional space for their listing will be given copies free.

REMEMBER that it will cost you nothing to be listed in this directory; also, that it is important for you to be listed. All you have to do to get this listing, is to fill out the blank on the page opposite and mail it to us.

The Publishers of

TRANSFER & STORAGE

Westinghouse Building, :: :: :: Pittsburgh, Pa.

TRANSFER & STORAGE

31

The information requested on this form is for publication in THE TRANSFER & STORAGE DIRECTORY. This directory will be placed in the hands of warehousemen, forwarders, manufacturers, etc. The information given will be set in 6 point type. Additional space for extra listings or for advertising can be had at low rates.

Date

Firm name

Street address of main office..... City..... State.....

Names of officers, (if the business is incorporated)

President Secretary.....

Treasurer Manager.....

Names of Proprietors or Partners, (if not incorporated)

.....

In what year was the business established? Your investment represents \$.....

Do you do cartage of:—

Household goods? Freight and merchandise?

Baggage? General? Motor truck service?

Are you the authorized delivery agent for any R. R. (which)?.....

Do you do storage of:—

Household goods? (in separate rooms? Safe deposit vaults?)

Merchandise? (dry? cold? U. S. Customs Bonded?)

Have you yard storage? Storage for new automobiles? Implement storage?

What is your special line of storage?..... Are you factory distributors?

WAREHOUSE STATISTICS:

(List each warehouse separately, if you have more than one)

Name, number or address of whse.	For H.H.G. or Mdse.?	Fireproof?	Sq. ft. floor space?	R. R. sidings? (name R. R.)	Name of nearest freight station?
.....
.....
.....
.....
.....
.....
.....

ARE YOU A MEMBER OF

The American Warehousemen's Ass'n?.....	The Central Warehousemen's Club?.....
The New York Furniture Warehousemen's Ass'n?.....	The National Team & Motor Truck Owners' Ass'n?.....
The Illinois Furniture Warehousemen's Ass'n?.....	The American Transfermen's Ass'n?.....
The Southern Furniture Warehousemen's Ass'n?.....	Any kindred organizations?.....

The information requested below is not for publication. It will be used for statistical purposes only and will be considered confidential.

How many employees have you?.....	How many motor trucks have you? { gas? electric?
How many horses have you?.....	

MAIL THIS BLANK TO

TRANSFER & STORAGE,

**WESTINGHOUSE BUILDING
PITTSBURGH, PA.**

Transfer, Warehouse and Storage Companies' Directory

ALBANY, N. Y.

Security Storage & Warehouse Company

Storage Buildings, Fireproof and Non-Fireproof; buildings to let with direct track connections, suitable for any purpose; local branches; manufacturing plants; teaming, transfer and storage.

Correspondence solicited.

James G. Perkins, Mgr., P. O. Box 118.

ATLANTA, GA.

Cathcart

Transfer & Storage Co.,

Moves, Stores, Packs, Ships
Household Goods Exclusively

Office and Warehouse

6-8 Madison Ave.

BROOKLYN, N. Y.

PIONEER

FIREPROOF STORAGE

WAREHOUSES

GEO. H. SHEPHARD,

General Manager.

GEO. F. SHEPHARD,

Traffic Manager.

37 to 52 Flatbush Avenue.

Storage for Household Effects, Automobiles, etc. Packing and Shipping to all parts of the World. Rug and Carpet Cleaning. Motor and Horse-Drawn Vans. Fire and Thief-Proof Vaults for Valuables.

News From Everywhere Briefly Told.

Through an error, it was stated in September number of TRANSFER & STORAGE, that the National Storage Co., which has head offices in Pittsburgh, had taken over the Security Storage Co., building at Kansas City. The Security Storage building at Kansas City was taken over by the L. T. Crutcher Warehouse Co., of Kansas City, the building taken over by the National Storage Co., being the Montgomery, Ward & Co., building operated as a warehouse but not under the name of the Security Storage Co.

City Transfer, Van & Storage Co., of Longbeach, Cal., has absorbed the Globe Storage Co., of that city.

Union Station Transfer Co., of Dayton, Ohio, is having a new office building put up in that city on the east side of Wilkinson street north of the Union station. The company is building a garage on the north side of Court street.

J. J. Manor Cartage Co. of Toledo, Ohio, which has been in business several years, has been incorporated for \$10,000.

Vancouver, B. C., reports a movement to organize a local transfer and storage-men's association.

Norfolk & Western Railway Co. is building two new warehouses west of Lamberts Creek in Norfolk at a cost of \$1,800,000. The two warehouses will comprise a mammoth transfer station for all coastwise and Chesapeake Bay steamers. All freight for the Norfolk & Western will be unloaded at the new warehouses and all outgoing freight handled by that line will be loaded there.

Rathbun Cartage Co. of Toledo, Ohio, another long established concern has been incorporated for \$20,000 by W. C. Rathbun.

Security Storage & Safe Deposit Co. of Norfolk, Va., and the Pikes Peak Transfer & Storage Co., 120 East Pikes Peak avenue, Colorado Springs, Colo., have been elected to membership in the New York Furniture Warehousemen's Association.

New Orleans is suffering from dock congestion. It has been suggested that the New Orleans Board of Port Commissioners should consider the building

BOSTON, MASS.

"WE MOVE EVERYTHING"

R. S. Brine Transportation Co.

43 India Street.

Trucking, Forwarding and Rigging.

BUFFALO, N. Y.

The Buffalo Storage & Carting Company.

Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

O. J. Glenn & Son

Everything in the Line of Moving.

Carting, Packing, Storage.

Office, 47 W. Swan Street.

Buffalo, N. Y.

Niagara Carting Company

223 Chamber of Commerce.

GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty.

CANTON, O.

Cummins Storage Company

310 East Ninth Street.

STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Trans Continental Freight Co.

Forwarders of Household Goods, Machinery and Automobiles.

Reduced Freight Rates to and from all principal points west.

OFFICES

General Office: 203 So. Dearborn St., Chicago
Woolworth Building, New York
Old Colony Building, Boston
Ellicott Square, Buffalo, N. Y.
Union Trust Building, Cincinnati
Van Nuys Building, Los Angeles
Pacific Building, San Francisco
Alaska Building, Seattle

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED**CHICAGO, ILL.****Bekins Household Shipping Co.**

Reduced Rates on
Household Goods, Automobiles and
Machinery.
General Offices, 38 So. Dearborn St., Chicago.
New York, Boston, Buffalo, Cincinnati.

CLEVELAND, OHIO.**"The NEAL"**

7208-16 Euclid Avenue, Cleveland, O.
Modern Fireproof Buildings
Service Complete
Carload Consignments Solicited.

THE**LINCOLN FIREPROOF
STORAGE CO.**

5700 EUCLID AVENUE.
5 MODERN WAREHOUSES.
15 AUTOMOBILE MOVING VANS.
Service and Satisfaction Guaranteed
Cleveland, Ohio.

DENVER, COL.**THE WEICKER
TRANSFER AND STORAGE CO.**

Office 1017 Seventeenth Street.
New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street.
Storage of Merchandise and Household Goods.
Distribution of Car Lots a Specialty.

DES MOINES, IA.**Merchants Transfer & Storage
Company**

WAREHOUSEMEN AND FORWARDERS
General Office. - - - - - Union Station

EL PASO, TEX.**WESTERN TRANSFER
& STORAGE COMPANY**

518 SAN FRANCISCO ST.
Forwarders and Distributors—Trucking of all
kinds—Distribution cars a specialty.
Warehouse on Track

ERIE, PA.**The Erie Storage & Carting
Company**

Packers of Planos and Household Goods.
Storage, Carting and Parcel Delivery.
Warehouse Siding, switching to all lines

of narrower wharves with warehouse on the landside where merchandise could be stored at a nominal charge. This would prevent the use of wharves as storehouses for freight for a longer time than the 48 hours fixed and the wharves would not then be put to temporary disuse when they are needed by incoming ships

White Line Transfer & Storage Co. of Fort Dodge, Ia., has taken a long time lease of the new modern fireproof warehouse building now being erected by the Terminal Warehouse Co., at First avenue and Sixteenth street, Fort Dodge. The new building, when completed, will have cost between \$60,000 and \$70,000. It is 104 feet square and has five stories and basement. Sixty thousand square feet of floor space will be available for storage. The main floor is arranged for display purposes with five large plate glass windows running the full length of the south side. Offices are on the first floor, available to people using the building for storage purposes. A. M. White, president of the White Line company will have an office in the new building as well as his present downtown office. The second third and fourth floors are arranged for storage purposes and equipped with a spiral chute for rapid handling. The top floor is arranged for household goods and pianos, the south half being given over to private room storage. The basement is designed for cold storage. Yard storage is provided for in the plot of ground between First avenue and tracks, which will be covered with sheds, fenced in and locked up. Railroad facilities are all supplied by the Fort Dodge Line. A side track and large unloading platform will be placed on both the north and west sides of the building. There will be special facilities for handling automobiles. The fire insurance rate will be 25 cents per \$100.00. The building will be ready for occupancy on January 1. Moores & Dunford of Chicago are the architects and W. D. Lewis of New York City is the contractor. The White Line Transfer & Storage Co., succeeded the Lathrop Dray & Transfer Line. A. M. White purchased the city's original dray line 15 years ago. Constantly since then, the business has had a steady growth.

Four hundred freight handlers, mostly Austrians, employed by the West Shore Railroad at its seven piers at Weehawken, N. J., from which freight is lightered to New York City terminals, went on strike on September 15. Fifty strike

FORT WAYNE, IND.**Brown Trucking Company
MOVING, CARTING, STORAGE
AND DISTRIBUTING
125 West Columbia Street.****FORT WORTH, TEX.****Binyon Transfer & Storage
Company.**

265-7 West Fifteenth Street,
Receivers and Forwarders of Merchandise.
Furniture Stored, Packed and Moved.
Handling Pool Cars a Specialty.

HARTFORD, CONN.**The Bill Brothers Company
TRANSFER AND STORAGE**

Special Facilities for Moving Machinery, Safes,
Furniture, Planos, etc. **STORAGE WARE-
HOUSES** with separate apartments for House-
hold Goods, and Railroad Siding for Carload
shipments.

HELENA, MONT.**Benson, Carpenter & Co.
RECEIVERS & FORWARDERS**

Freight Transfer and Storage Warehouse.
HANDLING "POOL" CARS A SPECIALTY.
Trackage Facilities.

HOUSTON, TEX.**WESTHEIMER
WAREHOUSE COMPANY
STORAGE & DISTRIBUTING**

Fireproof Warehouses. Separate Locked Rooms

LEOMINSTER, MASS.**W. K. MORSE****LIGHT AND HEAVY TRUCKING
OF ALL KINDS**

Office and Stables, rear 33 Mechanic Street.
Residence, 147 Whitney Street.

MANSFIELD, O.**COTTER
TRANSFER & STORAGE
Company
GENERAL HAULING & STORAGE**

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

MILWAUKEE, WIS.**Kinsella Transfer Company**

617 Clinton Street

WE MOVE EVERYTHING.

ALL KINDS OF TEAMING

**THE UNION TRANSFER
COMPANY.**

Freight-Teaming, Shipping and Receiving Agents. Warehousing and Storage.

OFFICE, 107 REED STREET.

"We Deliver the Goods."

MINNEAPOLIS, MINN.**Cameron
Transfer & Storage Company**708 Hennepin Avenue,
Unsurpassed facilities for Storing, Handling,
Transferring and Forwarding Merchandise and Household Goods.
Fireproof Storage.**MONTREAL, CANADA****Meldrum Brothers, Limited**

Cartage Contractors

Established 1857

Office 32 Wellington Street.

Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.**B. B. GARDNER, 18 BLACKHALL
STREET**PIANO AND FURNITURE
PACKER, MOVER & SHIPPERSafe Mover—Freight and Baggage Transfer.
STORAGE.**NEW YORK CITY.****The Meade Transfer Company**

General Freight Forwarders

Transfer Agents of the
Pennsylvania R. R. and Long Island R. R.
Main Office, P. R. R. Pier, 1 N. R.

breakers, sent from New York City to keep the freight moving, also went on strike. The railroad sent a hurry call to nearby towns for 100 special policemen, and the policemen struck, refusing to do their duty in the railroad yards and on the piers for less than 50 cents an hour. The men asked for 25 cents an hour, double pay for holidays including the national holidays of their respective nations.

Heap & Heap Transfer Co., warehouse at H and Rialto streets, San Bernardino, Cal., was destroyed by fire on September 9. It is believed that mice, gnawing matches in some of the household goods stored in the building, caused the fire which destroyed the household goods of 200 families. Although the fire was a fierce one, destroying all the goods in the building, it is reported that the building itself was not greatly damaged the walls being uninjured. The building was a concrete structure. The Heap & Heap Transfer Co., suffered a loss of \$2,000 in accounts and storage fees.

Pettit Storage & Van Co., of Pittsburgh, has put in an underground storage tank of 10,000 gallons capacity for turpentine storage. The tank is equipped with the Bowser system, an electric motor and series of valves in the piping making it possible to fill the tank from tank cars on a siding above, and to fill barrels in a very short time from the tank itself. The Board of Fire Underwriters will not permit the storage of turpentine within the fire district in which the Pettit building is located, but by putting the tank underground, the Pettit company overcome this objection.

Tremont Fireproof Storage & Refrigerating Co., newly formed in New York City, has taken title to the old Liberty Brewing Co., plant, 280 by 180 feet, at One Hundred and Seventieth street and Fulton avenue. The property contains five large and a number of smaller buildings, which the new company, capitalized at \$500,000, contemplates converting into a fireproof warehouse, a cold storage and an ice plant.

Many of the streets in New York City under which new subways are being constructed have been closed to heavy traffic.

Lattin Storage & Trucking Co., of Bridgeport, Conn., has been incorporated for \$30,000. The Lattin company has been in business in Bridgeport for sometime. Charles R. Crowther is pre-

West End Storage Warehouse202-210 West Eighty-Ninth St.,
Moving, Packing and Shipping, Storage
Warehouse and Silver Vaults.
NEW YORK CITY.**Metropolitan Fire Proof
Storage Warehouse Company**39-41 West Sixty-Sixth St.
STORAGE, CARTAGE, PACKING.**Julius Kindermann & Sons
FIREPROOF STORAGE WAREHOUSES**

Storage for Household Effects, Automobiles, Etc.

1360-62 Webster Ave., near 170th St.
NEW YORK CITY.**OIL CITY, PA.****Carnahan Transfer & Storage
COMPANY
STORAGE AND PACKING****PARKERSBURG, W. VA.****Parkersburg Transfer &
Storage Co.**101-113 ANN STREET.
Distributing and Forwarding Agents.
Track in Building.**PHILADELPHIA****CITIZENS' EXPRESS COMPANY,
Theo. Gabrylewitz**Drayman—Shipper—Distributor
HEAVY HAULING
Parcel Delivery.Auto Delivery.
31 North Sixth St.**PITTSBURGH, PA.****Haugh & Keenan
Storage & Transfer Company,
Center and Euclid, East End.
PITTSBURGH, PA.****MURDOCH
Storage & Transfer Co.**

Successor to

W. A. Hoevler Storage Company,
Office and Warehouses
546 NEVILLE STREET, PITTSBURGH, PA.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

Weber Express & Storage Co.

4620 Henry Street

Moving, Packing and Storing | **GENERAL**
of Furniture and Planos | **HAULING****J. O'NEIL, EXPRESS AND STORAGE**

813 W. Diamond Street, Northside.

Unsurpassed Facilities for Storing,
Handling, Transferring
and Forwarding Goods.**UNION STORAGE CO.,**

Liberty and Second Ave.

GENERAL, COLD AND BONDED STORAGE
TRANSFERRING AND FORWARDING.**PORTLAND, ME.****Chase Transfer Company**

General Forwarding Agents

Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway.

Special attention to Carload Consignment.

PORTLAND, ORE.**Northwestern Transfer Co.**

64 and 66 Front Street

GENERAL FORWARDING AGENTS
Special Attention Given to Pool Cars**POCATELLO, IDAHO.****Hannifan's
Transfer & Storage Co.****CARLOAD DISTRIBUTERS**Agents for shippers of household goods,
automobiles, machinery and other com-
modities. Pocatello is the leading dis-
tribution center of the Northwest.**ROCHESTER, N. Y.****Rochester Carting Company,**

164 ANDREWS STREET.

Movers of Pianos and Household
Furniture.**SPRINGFIELD, MASS.****Central Storage Warehouse****STORAGE AND DISTRIBUTING**
PACKING, CARTING, SHIPPING

sident of the company, and Ralph N. Blakeslee its secretary and treasurer. Mr. Blakeslee will be in charge of the company's office on Water street.

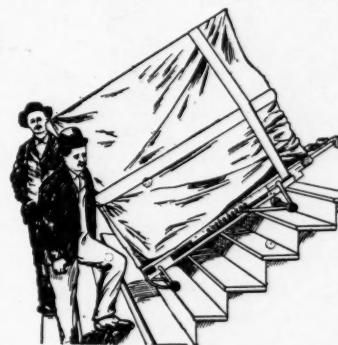
Team owners of Camden, N. J., met on October 9 and made plans for the annual banquet of the association.

St. Louis Team Owners' Association is fighting an ordinance which would require all vehicles in St. Louis to be equipped with lights on their rear axles and that a man be stationed on the rear of a wagon when the freight projects for more than 5 feet from the bed. Another proposed ordinance required front and rear lights and a red light for vehicles standing at night.

Motor trucks used in the state of Michigan number 2,610. Of this number 111 are electrics. There are 102 different makes of gasoline vehicles and 7 electric commercial vehicles are represented. Ten of the leading makes were as follows:— I-H-C, 324; G. M. C., 259; Federal, 228; Republic, 127; Universal, 144; Packard, 120; Commerce, 117; Reo, 82; Durant-Dort, 91, and Horner, 61. The Detroit Electric, G. V. and Baker led respectively in the electric line with 55, 16 and 22. In the estate of Pennsylvania there are now 7,453 commercial motor vehicles registered.

According to a news paper despatch from Louisville, Ky., printed in the October 1 number of "The Commercial Vehicle," motor truck competition has forced the Cincinnati, Flemingsburg & Southwestern Railroad Co., to appeal to the Kentucky Railroad Commission for permission to reduce its rate on short haul freight. This is said to be the first exemption from the long and short haul clause on account of conditions arising from competition between railroads and motor trucks. This clause forbids a lower freight rate from one point to another than is charged to intermediate points. An order has been filed by the commission exempting the railroad from the provisions of this clause, which order is subject to a re-opening of the case upon 10 days notice after any complaint has been filed. It was shown that by reason of the operation of a motor truck line between Maysville and Flemingsburg, revenues of the 5 mile railroad line, making but one point, Flemingsburg, have been reduced more than 50 per cent.

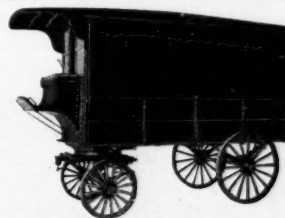
An ordinance is up in Cleveland that would forbid the use of trailers on motor

ST. LOUIS, MO.**Columbia Transfer Company**Special attention given to the
distribution of car load freight.Depots: St. Louis, Mo., and East St.
Louis, Ill.**The Loeb "Walking" Truck****Notice**

That the wheels can be made to fit any stairs.
That one man can "buck" a piano up the steepest flight of stairs.
That the wheels can be easily pulled up out of the way for sliding down stairs.
That it is the best truck on the market.

Write for circular and testimonials.
ADAM LOEB & SONS,
20 ALBINA AVE., PORTLAND, ORE.

The Cheapest is never the most Economical. Winkler-Grimm Vans last longer, therefore are most economical.



Catalog 32C free on request.
WINKLER GRIMM CORPORATION,
Formerly Winkler Bros. Mfg. Co.
310 Anthony St., SOUTH BEND, IND.

**ADVERTISE
YOUR
WANTS
IN
TRANSFER & STORAGE
TWO
CENTS
PER
WORD**

TRANSFER & STORAGE

NEWTON'S Heave, Cough, Distemper
and Indigestion Cure
The Best Conditioner*The Best Worm Expeller*

Because it is largely an Indigestion and Blood Remedy. **INDIGESTION** causes Heaves, Cough, Colic, Scouring or the opposite, Staggers, Vertigo, Intestinal or Stomach Worms, Abnormal Conditions of the Stomach and Bowels. **NEWTON'S** cures Colds, Cough, Distemper. **Death to Heaves.** Best package, screw-top can. Absolutely most economical to use. The leader, not a follower. A Veterinary Remedy backed by 25 years increasing sales. Price 50c and \$1.00 per can at dealers' or direct.

THE NEWTON REMEDY CO., Toledo, O.

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.,
303 Wulsin Building,
Indianapolis, Ind.

Warehouse and Van Supplies

Furniture and Piano Mover's Equipment

Wagon, Van and Auto Truck Covers.

Furniture Loading Pads

Piano Moving Covers
Piano Dust Covers
Piano Hoists.

Hoisting Belts
Surcingle Belts
Piano Dollies, etc.

WRITE FOR PRICES

Telephone, Main 2691.

Manufactured by

F. F. Hopkins Mfg. Co.
322 W. Lake St.,
CHICAGO, ILL.

vehicles. Cleveland truck owners are fighting the proposed ordinance.

Massachusetts may have a tax of \$1.00 per horsepower on motor trucks if the truck owners do not get together and successfully oppose legislation slated for the next meeting of the State Legislature in January. At present Massachusetts trucks are taxed on the tonnage basis.

New York State built over 863 miles of improved roads during 1914, and 1,148 miles were contracted for in the same year, a large amount of the latter being already open to traffic. Nearly 94 miles of concrete roads and more than 80 miles of brick roads were built last year.

Detroit, Mich., is the first city in the country to have its mail handled by motor trucks owned by the Federal Government. Contract delivery of mail is said to have been done away with in Detroit. Thirty-six new trucks have been installed at the Detroit post office. Of these twenty-four are Fords and the remainder Whites of which one is a three-tonner, seven one and one-half-ton capacity and four of 1,500 pounds capacity. The 1,500-pound trucks and those of one and one-half-ton capacity will be used for inter-station work and the Fords will be used for collection and parcel post deliveries. The Detroit post office has had fourteen Wagenhals parcel cars in use for more than a year. It is believed that the work can be done cheaper and more efficiently in this manner than by the contract system.

FOR SALE

Transfer and Storage Business in the best business city of 15,000 in the State of Ohio. Address, Box 40, care TRANSFER & STORAGE, Westinghouse Bldg., Pittsburgh, Pa.

Three-ton Kelly-Springfield Moving Van for \$600. Full van body, used 7,000 miles, in excellent condition. Not sufficient work in our locality to keep it busy. Address, Security Storage Warehouses, Wilmington, Del.

Do Business by Mail

Start with accurate lists of names we furnish—build solidly. Choose from the following or any others desired.

Apron Mfrs.	Wealthy Men
Cheese Box Mfrs.	Ice Mfrs.
Shoe Retailers	Doctors
Tin Can Mfrs.	Axle Grease Mfrs.
Druggists	Railroad Employees
Auto Owners	Contractors

Our complete book of mailing statistics on 7000 classes of prospective customers for the asking.

Ross-Gould, 814 Olive Street, St. Louis.

Ross-Gould
Mailing Lists
St. Louis



Loading Pads
Wagon Covers, Piano Covers
Piano Dust Covers
Keyboard Covers
Parlor or Baby Grand Covers
Canvas Goods, Twine,
Rope, Etc.

Wm. A. Iden Co.

564 Washington Blvd., Chicago, Ill.

P. F. BURKE
DANRELL & D. STS. SO. BOSTON, MASS.

MANUFACTURER OF

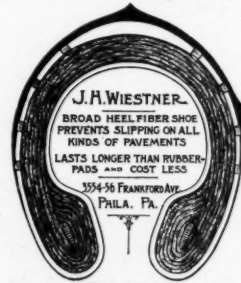
PATENT STEEL TOE CALKS

BLUNT AND SHARP

Also BURKE'S IMPROVED

HORSE SHOERS' FOOT VISE

DIES FOR WELDING SHARP CALKS

**The Economy Shoe**

J.A. WIESTNER

BROAD HEEL FIBER SHOE

PREVENTS SLIPPING ON ALL

KINDS OF PAVEMENTS

LASTS LONGER THAN RUBBER-

PADS AND COST LESS

3554-56 FRANKFORD AVE.

PHILA. PA.

Patented.

Although this shoe costs less, it has all others beaten by tests as a gripper on smooth pavements—not only for a few days, but until it is worn out. It has no equal for relieving lame, tender or shelly feet. All who have tried this shoe, praise it. Fits hot or cold.

It will pay you to write to
JOHN H. WEISTNER, Mfrgr.
3854-56 Frankford Avenue,
PHILADELPHIA, PA.



We Have Blazed the Pure Feed Trail

As the sturdy Pioneer marked the trail of our great western civilization—we have blazed the great Eastern Trail for **PURE** Feed. We have gathered the golden grain from our fertile fields, ground and mixed them with Pure Sweet Cane Molasses from our Southland and laid it at the door of the consumer of the Great East.

Hundreds have used **Excello Horse Feed** and have profited by it and every day brings us new friends. Our progress has been like that of the Pioneer—slow and steady, but the goal is reached. We have paved the Pure Feed highway and to-day **Excello Horse Feed** is known for its purity and economy in the largest and best markets of the world. When you feed **Excello** you are feeding the best. **Order more to-day.**

Excello Feed Milling Co.

St. Joseph, Mo.

Write for Price and Booklet.

Established in 1866.

Transfer and Delivery Wagons



Soon show the kind of material that has been put into them. Our wagons are carefully constructed with the very best material and workmanship. All lumber used in constructing our wagons is air seasoned. We guarantee the durability of our wagons and they will stand the wear and tear to which this class of vehicles is subjected. Write to-day for our catalogue. Do it now.

KOENIG & LUHRS WAGON CO.

QUINCY, ILL.

Perfect Fit

is the most important feature to any drive calk.

A calk that fits stays in the shoe until worn out, and one that stays in is worth a dozen that fall out.

Calks that stay where they're put, that don't twist, and are always where you want them, are dependable, and calks that are dependable are economical.

DIAMOND Calks and Shoes

are the most economical because they give the longest service.

Send for illustrated booklet telling all about them

Diamond Calks are made of the highest grade tool steel, tempered to diamond hardness, made in three styles, Sharp, Dull and Block. Sharp calks are made in Large, Standard and Short blades.

Diamond Shoes are made of the best horseshoe steel produced, and are the only shoes guaranteed frost-proof and not to break.

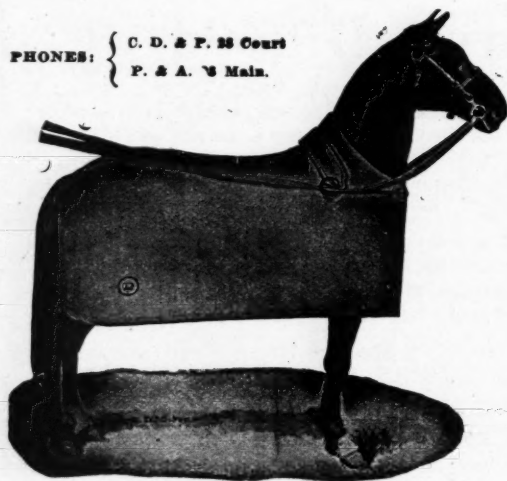
Made for driving and draft horses, and mules.



Diamond Calk Horseshoe Co.

Duluth, Minnesota,

PHONES: { C. D. & P. 38 Court
P. & A. 7 Main.



We are
The Original and Only
Manufacturers of the
famous

STAG BRAND WATERPROOF

**HORSE
- - - AND - -
WAGON
COVERS.**

FOR SALE BY ALL LEADING SADDLERS
THROUGHOUT THE UNITED STATES.

Pittsburgh Waterproof Co.

435 Liberty Street, PITTSBURGH, PA.

These Men Investigated

(Photographic reproductions of the letters from which we are quoting will gladly be sent on request.)

Jersey City, Sept. 4, 1915.

Mr. Dwight E. Hamlin, Pittsburgh, Pa.

Dear Sir:—For the past several years we have been working our horses exceptionally hard, especially through the summer. Notwithstanding the severe weather and the hard work, our horses have been in better shape than at any time in the fifteen years I have been with this company. We have had almost no trouble with colic or indigestion, in fact, have had very little sickness—almost every horse we own is up to normal weight which means a great deal to us as, if our horses get thin or lose weight, they cannot haul the heavy loads we require.

We shall always be glad to have you refer prospective customers to us as, we believe no horse owner should be without H. & S. ALFALFA FEED.

Yours respectfully,
THE UVALDE CARTAGE COMPANY.

New York, Sept. 15, 1915.

Dwight E. Hamlin, Pittsburgh, Pa.

Dear Sir:—The horses in our stable have been fed on H. & S. ALFALFA FEED for two years. We have met less trouble from sickness, colic, and azotorea so far than ever before. We think that H. & S. ALFALFA FEED is especially good in hot weather and we certainly would not want to be without it.

Very truly yours,
COUGHLIN & POST.

Each department in your business must be a contributor to profit if your business is to succeed. And your stable is no exception to this rule. Horses sick or out of condition eat holes in your profits just as quickly as any other inefficient department.

There is a way of side-stepping this loss. It is clearly pointed out to you by the two firms whose letters we have quoted. They turned the trick of making their horses profit-producers. And they did it without increasing their feed bills or going to any extra trouble.

These two firms like hundreds of others—are feeding their horses equal weights of grain and H. & S. Alfalfa Feed which produces a balanced ration. Their horses quickly put on weight and have maintained it while doing more work. And sickness has become a stranger.

Why not make a fair test for the benefit of your horses. Write us to-day.

DWIGHT E. HAMLIN,

THIRTY-EIGHTH STREET & A. V. R. R.
PITTSBURGH, PA.

Why Endanger Your Horse?

The question of shoeing should be analyzed with the same hard-headed common sense which you give to the selection of a wagon or the figuring of a contract.

Just because one method costs you less *in one way* does not prove that it costs you less *in the end*.

Take the item of calks. An adjustable calk which can be replaced in the stable quickly at small cost looks like a saving. But is it?

Look at the illustration below. Can any sane man honestly maintain that *two points* give as much grip on the pavement as a welded calk? Can any sane man honestly maintain that a horse can pull *as much* or pull *as easily* with adjustable calks as with the welded kind?



Which Grips the Better?

You know that welded calks do not break off. You know that adjustable calks do. You know that the hoof grows and needs trimming frequently. Does it get it when adjustable calks are used?

A horse is no better than his feet. If his feet go bad he's done for. Lameness is evidence of a good many different troubles. It is the horse's effort to "favor" any tenderness in the leg. And the specific cause of most leg trouble—strained muscles and tendons, and bone troubles as well as foot troubles—is lack of proper care of the hoofs.

When you save money by using adjustable calks are you quite sure it isn't a "penny wise pound foolish policy?" What does your horseshoer say about it? What do the best horseshoers' papers say about it?

When you use SWEET'S TOE CALKS—the welded kind—you run no risk. You simply buy insurance against foot troubles and leg troubles and accidents and lost time and finally a lost horse.

Better play safe and instruct your horseshoer to use SWEET'S WELDED TOE CALKS. They're made of tough steel and are both safe and durable.

Franklin Steel Works

Joliet, Ill. Cambridge, Mass. Hamilton, Ont.



"We are absolutely independent and have no connection with the Excelsior Wrapper Trust."

Use Excelsior Packing Pads

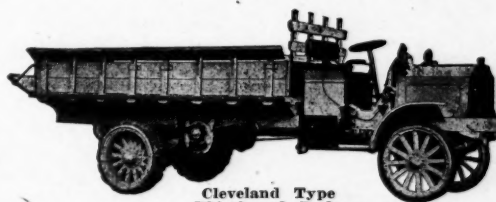
on your packing jobs. They combine economy and neat work with absolute protection to the goods packed. Your customer will be pleased.

Why not try them on your very next job. Write us now for prices; you will be surprised how low they are. A trial will prove to you that they are very profitable to use.

H. W. Selle & Co.

1000-1016 N. Halsted St.,

Chicago, Ill.



Cleveland Type
Flareboard Body

Highland Bodies— The Hall-Mark of Business Prosperity

A Highland delivery body, stylish and artistic, lends tone to any business—and don't forget that your delivery wagon is either one of your best advertisements or a source of dissatisfaction to your customers.

Highland bodies are built by men who KNOW HOW, because they've had years of successful experience. A Highland body will look better, wear better, last longer and give better satisfaction. That's not a mere claim—it's what thousands of delighted owners tell us.

Whatever your haulage needs; we have a body designed especially to fit them. Ask for the catalog you want:

- No. 10 Commercial Bodies for light chasses.
- No. 14 Commercial Bodies for heavy chasses.
- No. 15 Commercial Bodies for Ford chasses.
- No. 15-B Highland Bus Bodies for Ford chasses.

The Highland Body Mfg. Co.

1007 Elmwood Place,

Cincinnati, Ohio.



FOUR HUNDRED *and* FIVE

Packard

TRUCKS ARE USED IN
THE EXPRESS BUSINESS

Two hundred and seventy-two of these are three-ton Packards, the remainder two- or four-ton models. The pronounced advantages of the 3-ton unit for heavy hauling now are made to apply on every transportation need, in the PACKARD NEW TYPE CHAINLESS TRUCKS built in 1, 1½, 2, 3, 4, 5 and 6-ton sizes.

Suitable chassis lengths for light and bulky loads are offered in each size, while Packard demountable bodies, which may be loaded while trucks are delivering, insure constant and unchecked service. *Catalog on application.*

PACKARD MOTOR CAR COMPANY, *Detroit*

TRANSFER & STORAGE

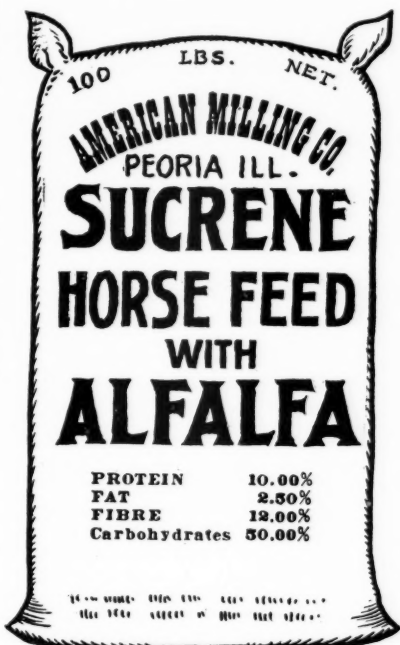
Reasons Why Big Horsemen Prefer Feeding Sucrene Alfalfa Horse Feed!

Experience in horse feeding, as in everything else, is the best teacher. If you have never fed Sucrene Alfalfa Horse Feed, the experience and testimony of your fellow horsemen, who have fed it for years, is your best guide.

Mr. C. J. Sammis, President, Palace Livery & Taxicab Co., Peoria, Ill., writes:

"With the excellent quality of ingredients and the large percentage of grain in your formula, our horses are in good condition, doing hard work. So you can enter our order for another carload. You can refer any horse feeders to us if they are skeptical in regard to the quality or uniformity of your Sucrene Alfalfa Horse Feed, as we know from actual test that it will save horse owners many dollars, to substitute your feed in place of oats."

**MORE HORSE POWER AT LESS FEED COST—
CHEAPER THAN OATS OR CORN**



SUCRENE ALFALFA HORSE FEED IS BETTER THAN OATS OR CORN, because it is more palatable, and contains the variety of ingredients needed to sustain every part of their bodies. Horses fed on Sucrene Alfalfa Feed gain in weight in spite of hard work and are able to do heavier work with less fatigue.

SUCRENE ALFALFA HORSE FEED is the ideal grain and molasses feed for heavy work horses—a ready-to-feed, complete, correctly balanced ration, composed of alfalfa meal, corn white oats, barley and molasses. The grain is of the finest selected quality and is milled before being mixed, which makes it easier to digest.

GUARANTEED ANALYSIS: 10 per cent protein, 2½ per cent fat, 50 per cent carbohydrates, 12 per cent fibre. No variation in quality. Every sack the same.

THE MOLASSES IN SUCRENE ALFALFA HORSE FEED, besides having high nutritive value, acts as a gentle laxative, keeps the stomach and bowels in good order. Horsemen who have fed Sucrene for years declare their horses are never ailing—always ready for work.

**AN ALL-THE-YEAR-ROUND FEED — WILL NOT
SOUR OR GROW MUSTY IN HOT WEATHER**

A MEALY, SWEET-SMELLING, APPETIZING FEED.

**CHEAPER THAN
OATS OR CORN**

VERY PALATABLE

EASILY DIGESTED

**NO WASTE IN
FEEDING**

**KEEPS HORSES
HEALTHY**

**IMPROVES THEIR
CONDITION**

**INCREASES THEIR
WORKING CAPACITY**

Horses are fond of it. They eat it up clean, digest it thoroughly—get the full benefit of every ounce—there is no waste for birds to pick up. Put up in 100-lb. sacks. Try a sack. A few feeds will convince you that it is profitable.

Fill out the coupon and mail it to us. We'll send you full information.

See your dealer about Sucrene Feeds.

We also manufacture,
Sucrene Dairy Feed,
Sucrene Calf Meal,

Sucrene Hog Meal,
Sucrene Poultry Feeds,
Amco Fat Maker (for stock).

ALL MONEY SAVERS AND MONEY MAKERS.

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PEORIA, ILLINOIS**

Philadelphia, Pa., Address: Pittsburgh, Pa., Address: Syracuse, N. Y., Address:
444 The Bourse. 16 Eighteenth St. 474 S. Salina St.

**American Milling Co.,
Peoria, Ill.**

Please give me full information in regard to results to be obtained by feeding Sucrene Alfalfa Horse Feed, and the saving in feed cost to be effected.

I work horses
My name is
My address is
State
My dealer's name is
His address is

TRANSFER & STORAGE

SPRING STEP RUBBER HORSE SHOES

THE SHOE THAT MAKES THE HORSE "COME BACK"

100 Per Cent
Horse Power

This Illustration Speaks for Itself

100 Per Cent
Efficiency

The only REAL
Rubber Horse Shoe
ever put on the
Market



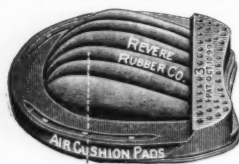
Modern Shoeing to
meet modern condi-
tions.

Order a trial Pair
through your Horse-
Shoer and be con-
vinced.

NO SLIPPING
NO LAMENESS

Air Cushion Pads

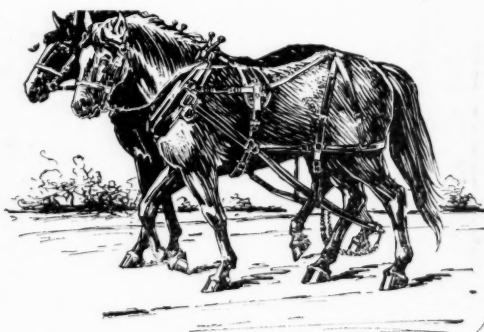
In a Class by Themselves



See That Cushion?

WE convert a
PAVED or
ASPHALT
STREET
into a
MEADOW
PASTURE

We have never
yet seen an
ordinary case of
Hoof Lameness
that our Air
Cushion Pads
would not cure



"WRITE US FOR BOOKLET."

Perfect Security of Foothold under All Conditions.
NO SPIKES NO CALKS NO SHARPENING

REVERE RUBBER CO.

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